

AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful
Serial Dept.

JUNE 15, 1961

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The Nurseryman's Forte: To Make America More Beautiful and Fruitful

VOL. CXIII, NO. 12

JUNE 15, 1961

Founded 1904

With which was merged 1939

THE NATIONAL NURSERYMAN

Established 1893



Published on the
first and fifteenth
of each month by the
AMERICAN NURSERYMAN
PUBLISHING COMPANY

343 South Dearborn Street,
Chicago 4, Illinois

Telephone: WAbash 2-9011

Area Code 312



Subscription Price:

\$5.00 per year;

Outside U. S. A., \$6.00;

Single copies 35c.

Second-class postage

paid at Chicago, Ill.



Advertising Rates

On Application.

For Closing Dates

See Next Page.



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Forms for the July 15 issue will close Friday, June 23

FORMS FOR THE AUGUST 1 CONVENTION REPORT ISSUE WILL CLOSE FRIDAY, JULY 14.

Mail copy to arrive at Chicago by these dates—no later.



The biggest show of roses in our history is about to begin. We're parting the curtains on our new 1961-1962 Wholesale Rose Catalog. You'll need this catalog to order and it makes a wonderful sales tool to use when selling to your customers. We'll be glad to furnish enough copies, free, for each of your salespeople.

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AMERICAN NURSERYMAN

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Advertising Manager

Editorial

SPRING HANDICAPS

Again this spring nurserymen were hampered by inclement weather during what is ordinarily their best selling season. April was particularly unfortunate in that aspect in some sections of the country, and it adversely affected other sections in shipments to the former.

The perennial optimism of nurserymen shows through reports to date, some in their comparison with an adverse season a year ago, others in their ingenious efforts to meet difficult situations, and many in reflecting upon the strong interest and intermittently expressed demand from the gardening public. When the weather cleared and the temperature rose, buyers appeared in droves.

No sudden change from cooler spring weather to hot days of summer had appeared, to end buying and planting, as in some years, and the early days of June saw most retail salesyards and garden centers well patronized and busily moving stock, the more so where latitude favored.

The ability to supply packaged stock, container-grown plants and balled merchandise aids nurserymen in prolonging the selling season. With added experience, gardeners are able to handle stock successfully in spite of unfavorable weather conditions. There is no question that the hobby of gardening is attracting more enthusiasts each year and that their increasing experience is a factor in nursery sales.

PLANTING TIPS

Most mail-order nursery houses are generous in supplying leaflets, pamphlets or mimeographed sheets on advice as to the proper planting and early care of the various types of plants they ship.

Rose firms are especially assiduous in this regard, because they are aware how well a plant will succeed with proper attention and how easy

it is to kill a well-grown healthy specimen with mistreatment.

Some retail nurserymen and garden centers are equally attentive to their customers in providing them with instructions, but much more might be done in this regard. Many states, through their extension services, provide leaflets or pamphlets for homeowners on many types of plants and their landscape use; if the retail nursery does not distribute helpful material like this, it can list the items which its customers may write for and obtain at little or no cost.

One successful plant will sell another, but one bad experience may kill completely the gardening interest of a young homeowner, and often not the nurseryman is blamed.

INDUSTRY TRENDS

The average dollar volume of nursery business based on the 1960-61 dues payments of members of the American Association of Nurserymen, according to data just issued, was 2.2 per cent higher than in 1958-59 by those firms paying a full year's dues in both years. This was the lowest increase of any year in the past two decades, except 1957-58, when the increase was only one half of 1 per cent. Every year except that one has shown an increase of more than 3 per cent since the year 1939-40 showed a decrease of 2.4 per cent from the preceding year. Since the past year included a period of general business recession, as well as a good deal of bad weather, the showing of the industry was comparatively satisfactory.

It is assumed that the figures as to business volume were not much affected by members such as the one who reported a bad year and a decrease in volume, but sent the same dues check as in the preceding year as he wished to keep in the same dues category as before.

The showing as to the industry's dollar volume was even more satisfactory, since the A. A. N. reported, from its survey of nursery catalogs, that prices declined slightly and probably not to a significant degree.

The combined index of wholesale stock prices receded from 297 for 1960 to 293 for 1961, using the fall of 1960 and the spring of 1961, in comparison with the prices of 1940 spring catalogs as the base of 100. Retail prices, according to the com-

bined stock index, receded to 311 from 338. Mail-order prices declined to 356 from 361.

In the previous years the figures and charts as to prices have shown only three groups—deciduous fruits, small fruits and ornamentals. This year, for the first time, ornamentals have been broken down into six categories—shade trees, flowering trees, coniferous evergreens, broad-leaved evergreens, deciduous shrubs and standard roses (not patented).

In wholesale prices, slight gains were reported on deciduous fruits, deciduous shrubs and standard roses, while the larger declines were in shade trees and coniferous evergreens, one of about 8 per cent and the other 10 per cent.

In retail prices, coniferous evergreens held steady and broad-leaved evergreens almost did so, while deciduous shrubs rose markedly from 305 to 380, but other categories showed declines.

In mail-order prices, shade trees, deciduous shrubs and standard roses all showed gains, but coniferous evergreens dropped about 10 per cent and deciduous fruits more than 20 per cent, while other categories held about even.

The number of catalogs included in the survey in the three different [Concluded on page 74]

DIRECT DISTANCE DIALING

Announcement from telephone offices is that direct distance dialing will begin June 18, at any rate in many areas of the country. Already direct dialing of long-distance calls has been made to many points where area numbers have already been supplied to telephone users. The list of many such area code numbers appears in new telephone directories.

The United States and Canada have been divided into more than 100 geographical areas, to each of which has been assigned a distinctive 3-digit area code.

For Chicago and vicinity the area code is 312. There has been no change in the local telephone number of the American Nurseryman, which is WAbash 2-9011, and persons in Chicago and the immediate vicinity will continue to call that local number. But persons wishing to make a long-distance call to the American Nurseryman can do so without calling the operator by dialing the code number 312 and then the local number WA 2-9011.

International Rhododendron Meeting

Portland, Ore., Plays Host to First Conference Held in the United States

By Charles H. Potter

A program featuring speakers on a group of important aspects of rhododendron growing and excellent tour opportunities in the area combined to make the first international rhododendron conference ever held in the United States a highly successful event at Portland, Ore., birthplace of the American Rhododendron Society, May 11 to 14. Among the major topics for discussion at the sessions, held in the Multnomah hotel and attended by over 400 horticulturists, including many from foreign countries, were recommendations of rhododendrons for the west coast, diseases of the plants in the northwest, varieties for colder climates, rhododendrons in other countries, mulches, classification of native rhododendrons in the United States and breeding developments in the United States, the last-named being a symposium with five speakers. Several nurserymen took part in the program.

Election

Results of the election of officers for the American Rhododendron Society, held at a business meeting during the conference, were announced at a dinner Saturday evening, May 13. Re-elected were: President, Dr. J. Harold Clarke, Long Beach, Wash.; vice-president, E. B. Dunn, Seattle, Wash., and secretary-treasurer, Ruth M. Hansen, Portland, Ore. Their terms began immediately.

Directors elected were Howard Stonecker, Oak Grove, Ore.; Dr. Carl Phetteplace, Eugene, Ore.; Maurice Sumner, San Francisco, Calif.; Russ Coovert, Tacoma, Wash.; Robert Bovee, Portland, and Wales Wood, St. Helens, Ore.

John Henny, president of the Portland chapter of the American Rhododendron Society, a nurseryman of Brooks, Ore., led a news conference the first morning of the meeting, which was attended by the leading horticulturists present. At the same time, President Clarke, who operates a nursery and horticultural consultant service at Long Beach, Wash., was taking part in a dedication ceremony held at the national rhododendron test garden, at Crystal Springs in Portland. Albert Martin, Philadelphia, Pa., rhododendron hobbyist, donated an en-



Dr. J. Harold Clark (extreme right), president of the American Rhododendron Society, shown at the international rhododendron conference at Portland, Ore., with three of the conference speakers (left to right), Dr. H. T. Skinner, John Henry and P. H. (Jock) Brydon.

trance garden in the name of his wife, Jane.

The first session was open to the public, and the Empire room was jammed for the occasion. Thereafter the sessions were open only to those who were registered. President Clarke opened the conference, especially thanking those who had come from distant lands in order to join in the exchange of rhododendron information afforded by the meeting.

P. H. (Jock) Brydon, director of the Strybing Arboretum, San Francisco, Calif., a Salem, Ore., nurs-

eryman until 1960, was the first speaker and used scores of fine colored slides to illustrate a talk on "Rhododendron and Azalea Varieties for the West Coast." Although rhododendrons and azaleas will grow in other parts of the Pacific coast, the following areas were given as best for their culture: Carmel bay and San Francisco bay areas and on up the California coast to Eureka; the Medford valley, Willamette valley and coastal areas of Oregon; coastal area and Puget sound area of

[Continued on page 69]



The national rhododendron test garden, toured during the Portland conference, offers a fine rhododendron collection in a beautiful setting.

Spring Favorable for Most Wholesalers 86

Sales Levels Generally Satisfactory Despite Digging Problems, April Slowdown

A majority of the wholesalers reporting on this year's spring trade in the east and midwest tell of a satisfactory season, with gains in volume in a few instances setting a record. Early, regular sales were normal, with wet weather causing some digging problems. A cold April brought a slowdown, generally, as lessened consumer buying curtailed reorders.

Serious winter losses of stock were reported in the Philadelphia area, but elsewhere little damage is cited. Stock was apparently adequate, but not in surplus. Fruit sales in Michigan were up; fruit items also sold well in Iowa, with evergreens. Better items were in demand throughout the area, although rose sales were reported lower. A few indications of moderately increased plantings are noted, and present growing conditions are said to be good.

The price problem continues to worry growers, with costs rising but competition making advances in stock prices difficult. In consequence, stable prices are seen as likely. The labor supply was not a general problem.

The cool season encouraged expectation of a longer period of spring ordering, and optimism for fall business was evident.

New York Sales Off

"It seems to me that the weather and a possible recession have taken their toll on the nursery business this year," writes C. H. Perkins, Jackson & Perkins Co., Newark, N. Y. He adds, "Sales with us have been off, both wholesale and retail, and most of the nurserymen with whom I have talked seem to have the same experience."

"As to the future, providing the economic situation improves, I believe the business will come back to normal, as there is not an over-supply of stock coming on."

Pennsylvania Weather Slows Sales

S. B. Hutton, Jr., Conard-Pyle Co., West Grove, Pa., comments:

"This has been a mixed spring and a confusing one. Mail-order business is ending up slightly below that of a year ago, but a year ago was nothing to brag about, either. Cash-and-carry trade at this time is exactly equal to last year's, but showing a tendency to slow up earlier than usual. Wholesale trade is down

somewhat, largely because of a slowing in late demand.

"Expenses continue to climb, and we see no possibility of a reduction in the prices we charge, even though some other operators seem to thrive on the 29-cent rose business.

"We have had no problem in obtaining sufficient help and no particular upset in production this spring. Weather in the east has been

peculiar and undoubtedly has hurt sales. A severe winter reduced mail-order sales and damaged considerable nursery stock throughout the area. (We were among the fortunate few). March was relatively good for mail-order and cash-and-carry trade, but a cold April hurt cash-and-carry business badly through the east, and even now, in mid-May, abnormally cool, wet weather is discouraging to the consumer.

"I might summarize by saying the only thing good about the sales is that they weren't any worse!"

Business Down but Pent-Up

Winter damage to stock and a cold spring restricted sales this year, but good demand remains a backlog for fall, declares Charles B. Staton, Possum Hollow Nurseries, Philadelphia, Pa., who gives the following season resume:

"The severe damage to stock suffered by almost all nurseries in the Philadelphia area during the past winter still cannot be accurately estimated. Many of the good broad-leaved varieties were particularly hard hit, as was the usually hardy taxus family, many in well-developed landscape sizes that ordinarily stand almost anything.

"In addition to this heavy loss of salable stock, much of which had been sold and reserved, we all have been greatly handicapped by a late spring, which kept many people away from the nursery. Garden marts have been especially hard hit by the continuing inclement weather, as their season is usually shorter than that of the producing nursery.

"Volume will not equal last year's, largely due to this unseasonable weather, but at this writing (May 25) the weather is improving and all phases of nursery activity are going along at full speed, with plenty of pent-up demand for quality stock at good prices.

"Labor is adequate and dependable, and the big job now is to clean up winter damage and get the nursery back in good shape for fall sales, which will be excellent, due to improving business conditions and the backlog of good orders that could not be completed this spring."

Satisfactory Connecticut Start

"Because of extremely wet weather, the season has been difficult," writes E. D. Robinson, E. D. Robinson. [Continued on page 55]

IOWA APPOINTMENT



Dr. John P. Mahlstedt

The appointment of Dr. John P. Mahlstedt as head of the department of horticulture at Iowa State University's college of agriculture, Ames, Ia., was announced recently by Floyd Andre, dean of the college. A native of Ohio, Dr. Mahlstedt received his B. S. degree from Miami (O.) University and his master's and doctor's degrees from Michigan State University, East Lansing.

Since joining the Iowa State staff in 1951, he has been in charge of nursery research and responsible for the teaching work on plant propagation, taking over as acting head of the department on the recent death of Dr. E. S. Haber. He was instrumental in the development of polyethylene wraps for packaging dormant materials, now used through the United States, and of the technique of holding dormant materials in frozen storage. For his research accomplishments, he has been cited by the National Mail Order Nurserymen's Association and the American Association of Nurserymen.

Dr. Mahlstedt is co-author, with the late Dr. Haber, of "Plant Propagation," a textbook used extensively in colleges, and the author of many scientific articles.

86th A. A. N. Convention

The Statler Hilton Hotel, Washington, D.C.

July 16 to 19, 1961

COMPLETE PROGRAM SCHEDULE



THURSDAY, JULY 13

9:00 A.M.—A. A. N. board of directors, Massachusetts room.

FRIDAY, JULY 14

9:00 A.M.—A. A. N. board of directors, Massachusetts room.

9:00 A.M.—Ornamental Growers' Association, stock committee, Silver room.

SATURDAY, JULY 15

9:00 A.M.—A. A. N. board of directors, Massachusetts room.

9:00 A.M.—All-America Rose Selections board, Caucus room (fourth floor).

9:00 A.M.—Ornamental Growers' Association, Ohio room.

1:00 P.M.—National Landscape Nurserymen's Association, board of directors, Silver room.

SUNDAY, JULY 16

9:00 A.M.—National Landscape Nurserymen's Association board of directors, Silver room.

9:00 A.M.—All-America Rose Selections, California room.

10:00 A.M.—A. A. N. group insurance trustees, Caucus room (fourth floor).

2:00 P.M.—A. A. N. convention site committee, Caucus room (fourth floor).

2:00 P.M.—A. A. N. market development and publicity committee, New York room.

2:00 P.M.—Nursery Association Secretaries, Ohio room.

8:00 P.M.—Maryland-Virginia night. Special Maryland and Virginia refreshments; entertainment and dancing. Courtesy Virginia Nurserymen's Association and Maryland Nurserymen's Association.

MONDAY, JULY 17

8:00 A.M.—Garden center committee breakfast, Hideaway bar.

9:00 A.M.—National Association of Plant Patent Owners, California room.

9:00 A.M.—National Mail Order Nurserymen's Association, Pan-American room.

9:00 A.M.—A. A. N. delegate meetings:

Caucus, region I, Massachusetts room.

Caucus, region II, New York room.

Caucus, region III, Ohio room.

Caucus, region IV, Executive suite (room 456).

Caucus, region V, Silver room.

Caucus, region VI, Caucus room (fourth floor).

12:00 M.—Keynote luncheon, Presidential ballroom and Congressional room.

"The Sum of the Digits," by Dr. Richard P. White, executive vice-president.

Norman Jay Colman award presentation.

Garden writers' award presentation.

2:30 P.M.—General business session, Congressional room.

Call to order.

Report of credentials committee.

Certification and roll call of delegates.

2:40 P.M.—President's address, by Vincent K. Bailey.

3:00 P.M.—Treasurer's report and presentation of 1961-62 A. A. N. budget, by A. S. Gresham, Jr.

3:20 P.M.—A. A. N. staff reports:

Project report, by F. Raymond Brush.

Legislative report, by Robert F. Lederer.

Secretary's report, by Curtis H. Porterfield.

4:30 P.M.—Presentation of gavels.

4:35 P.M.—Presentation of proposed bylaws amendments.

4:45 P.M.—Presentation of policy statements.

4:50 P.M.—Nominations: Directors, regions II, IV, VI and at large; president, vice-president and two trustees (one to complete the unexpired term of Lester C. Lovett).

5:00 P.M.—Adjournment.

9:00 P.M.—Hospitality night, Presidential ballroom. Refreshments and dancing.

TUESDAY, JULY 18

9:00 A.M.—American Nurserymen's Protective Association, Massachusetts room.

9:00 A.M.—Educational program sponsored jointly by the A. A. N. garden center committee and the National Landscape Nurserymen's Association, Congressional room. (See special program under Coming Events.)

12:00 M.—General luncheon, Presidential ballroom.

2:00 P.M.—Garden center education program. (See special program under Coming Events.)

2:30 P.M.—National Arboretum tour. (See special program under Coming Events.)

WEDNESDAY, JULY 19

8:00 A.M.—National Landscape Nurserymen's Association, board of directors' breakfast, Caucus room (fourth floor).

9:00 A.M.—General business session, Congressional room.

Call to order.

Roll call of delegates.

9:10 A.M.—Market development and publicity report and presentation of 1961-62 market development and publicity budget—Robert Bauge, chairman, and Howard P. Quadland, director of public information.

10:00 A.M.—"The Past Presidents' Parade," a special film.

11:00 A.M.—Election of officers.

11:15 A.M.—Adjournment for lunch.

12:15 P.M.—Special exhibitors' luncheon (by invitation only), Pan-American room.

2:00 P.M.—General business session.

Call to order.

Roll call of delegates.

2:10 P.M.—Report of necrology committee, by Fred H. Kilner.

2:30 P.M.—Report of special committees:

1961 A. A. N. convention, by Wendall Winn, general chairman.

Convention site committee:

1963—region VI, by Wayne McGill.

1964—region I, by A. L. Synesael.

2:50 P.M.—Unfinished business.

Re-affirm standing A. A. N. policies.

Action on A. A. N. bylaws amendments.

1961-62 General budget.

1961-62 Market development and publicity budget.

Confirmation of Denver, Colo., as 1962 A. A. N. convention site.

1962 A. A. N. convention invitation, by Scott Wilmore, general chairman.

Invitations for 1965 and subsequent years.

4:00 P.M.—Adjournment.

7:30 P.M.—Past presidents' banquet, Presidential ballroom and Congressional room.

Dancing.

Discuss Industry Trends At Texas Short Course

By A. F. DeWerth

More than 100 trade members attended the annual short course for commercial nurserymen at the Agricultural and Mechanical College of Texas, College Station, May 21 to 23 to hear a program that featured talks on nursery automation and other significant trends in the trade today and offered practical information on cultural practices, pest and disease control and recent turf research.

During the first afternoon of the course, Sunday, May 21, nurserymen were given an opportunity to tour research facilities and work now in progress at the college, including studies on production cost development, propagation, use of standardized growing media, automatic environmental control and automatic watering devices. After a barbecue dinner was served in the new floriculture field laboratory, the nurserymen viewed a demonstration of a new tree and shrub-digging machine.

Texas Nursery Potential

The first meeting on the second day was opened and led by B. R. Fullingim, executive secretary of the Texas Association of Nurserymen. Dr. R. E. Patterson, dean of agriculture, outlined the developments

and potentials of nursery products in Texas and emphasized the industry's urgent need for a greater number of well-trained personnel. He outlined the research efforts being directed toward the problems of nurserymen at the Texas agricultural experiment station and urged nurserymen to take full advantage of this program.

Alvis Vandygriff, attorney, Austin, Tex., then discussed various Texas and federal laws affecting nurserymen and their operations. He also outlined the accomplishments of the Texas Association of Nurserymen in the area of legal and tax problems, stating that nurserymen should become acquainted with their legislators so that they can keep them well informed of the economic importance of the industry to the general economy of the area.

Pathologists Needed

The next speaker was Dr. Harlan Smith, plant pathologist, Texas agricultural extension service, who cited the need for more well-trained plant pathologists to meet the growing demands of the state's home gardeners. Dr. Smith illustrated his talk with colored slides of the 40 most prevalent diseases of ornamentals in Texas and their controls. He stated

that 70 per cent of all the inquiries on plant diseases received by the extension service concerned ornamental plants.

C. H. Garner, extension entomologist, followed Dr. Smith on the program and outlined, in detail, controls for major pests attacking trees and shrubs and the control of plant pests about the home grounds. Mr. Garner supplied all those present with mimeographed data on the three major classes of controls he discussed.

Dr. W. H. Thames, nematologist, Texas agricultural experiment station, then discussed the subject of nematodes and their relationship to nursery operations. He stated that, while nematodes have been in existence a long time, the damage they create in the industry has only begun to be noticed in recent years.

At the present time, the responsibility of the nurseryman to supply his customers with pest-free plants makes the understanding of nematodes and the damage they can do a most important problem.

Dr. Thames emphasized that control programs for nematodes must start before the plants go into the ground—with the use of nematode-free stock. He illustrated his remarks with excellent slides of types of nematode and the results they produce on a host of plants. He also discussed in detail the controls now available for these pests.

Paul Gregg, entomologist, Klaus White Chemical Co., San Antonio, then acted as moderator of a panel discussion on specific problems of

[Continued on page 65]



Participants in the nursery short course program held last month at the Agricultural and Mechanical College of Texas, College Station: Left to right (front row), Dr. Ethan C. Holt, Texas agricultural experiment station; Robert Suggs, Suggs Landscape Co., Houston; Dr. John Long, Texas agricultural experiment station; Tom Scarbrough, Tom's Tree Place, Lubbock, and Paul Gregg, Klaus White Chemical Co., San Antonio; (back row), Scott Mosty, Mosty Bros. Nursery, Center Point; Dr. Richard Harris, University of California at Davis; W. P. Nuffer, Mountain View Nurseries, Troutdale, Ore., and Ralph Griffing, Griffing Nurseries, Beaumont.

"Keys to Success" Is Florida Theme

By E. W. McElwee

Keys to success in the nursery business was the theme of the convention of the Florida Growers' and Nurserymen's Association held May 18 to 20 at Miami Beach, Fla. Various speakers stressed different factors, such as effective merchandising, collection of accounts, hidden costs, the ability to convey ideas to people and establishment of goals for a business. A large trade show was also featured.

Attendance at the convention, held at the Deauville hotel, exceeded 450, and the program combined vacation features with business sessions. An announcement that the 1962 convention will be held in the Grand Bahamas was enthusiastically received.

Election

N. Curtis Peterson, Jr., Peterson Nurseries, Lakeland, was named president for the ensuing year, succeeding Verne Buck, John's, Apopka. Other officers elected were: Vice-presidents, Ray Oglesby, Oglesby Nursery, Hollywood; Charles Chaplin, Chaplin Florist & Nurseries, Miami, and Charles Culbreath, Culbreath Landscape & Nursery, Tampa. Directors at large elected for one year were Paul Long, Rain Forest Nurseries, Altamonte Springs, and Broward Crews, Blair's Nurseries, Macclenny. Elected to serve two years were Mike Broche, M. J. Broche Nursery & Greenhouses, Apopka, and William Ingram, W. C. Ingram Nursery, Homestead. Roy Rood, Rood Landscape Co., Jupiter, installed the officers at the past presidents' banquet May 20.

At an American Association of Nurserymen's breakfast session May 20, Lawrence Clements, Bartow, was elected to succeed Richard Johnson, Largo, Fla., as president of the Florida chapter. An honored guest for the occasion was A. S. Gresham, Jr., Richmond, Va., treasurer of the A. A. N.

Cost Discussion

Members attending the Thursday afternoon session for nurserymen and landscape men received valuable information on handling two vexing and ever-present problems—costs and collection. C. G. Demro, Jr., certified public accountant, listed some frequently overlooked costs and what to do about them in his discussion of "Hidden Costs in Nursery Management." J. J.



Officers elected at the recent convention of the Florida Nurserymen and Growers Association held at Miami Beach, Fla.: Left to right (seated), N. Curtis Peterson, Jr., new president, and Verne Buck, retiring president; (standing) Charles Culbreath, vice-president; Ray Oglesby, vice-president; Charles Chaplin, vice-president, and James Griffin, executive secretary.

Sexton, Dun & Bradstreet, Inc., followed with a discussion of "Collections—Solve Your Balance-due Blues." He pointed out that the timely use of proved methods of collection meant money in the pocket of a nurseryman.

Tom Stansbery, Tom Stansbery Growers, Miami, presided over the Thursday afternoon session for foliage growers. Dr. E. W. McElwee, department of ornamental horticulture, University of Florida, opened the meeting with a discussion of

"Recent Research Concerning Foliage Plants." He summarized work on soil mixtures, fertilization practices, propagation, culture and weed control in foliage plant and some related crops. The two excellent sources of information recommended to Florida growers by Dr. McElwee were the annual report of the Florida agricultural experiment station and the proceedings of the Florida State Horticultural Society.

The subject of diseases of foliage
(Continued on page 41)



Left to right, N. Curtis Peterson, Jr., newly elected president of the Florida Nurserymen and Growers Association; A. S. Gresham, Jr., Richmond, Va., A. A. N. treasurer; Richard Johnson, Largo, retiring president of the Florida chapter of the A. A. N., and Lawrence Clements, Bartow, new chapter president.



Illustration A — The bark of the Osage orange has a woven effect.



Illustration B — Multiple stems display the sycamore's attractive bark.



Illustration C — Older sycamore trunks show a chalky whiteness.

Tips for Better Landscapes

Tree Barks Add Interest and Color

By Clarence E. Lewis

Department of Horticulture, Michigan State University, East Lansing, Mich.

This article was to have been on variations of hemlock and their adaptation to the American landscape. A change has become necessary. So much co-operation from nurserymen and plant collectors is in progress that it seems best to wait until all material is assembled before continuing. It is gratifying to know that people are so willing to give of their experiences.

The bark of many trees could be more important in the landscape if nurserymen would study them more so as to be able to inform clients of

the value of this character and of the changes in appearance from tree youth to maturity. The same species may undergo several bark changes. The coloration, too, may vary over a period of years, but the changes are generally more apparent in tones and textures.

Narrow-Ridged Bark

Let us look at a few examples. The bark of the Osage orange (*Maclura pomifera*) in illustration A is intriguing because of the formation of the narrow ridges. There

is a pattern in some instances where the ridges are exactly spaced, as shown at the bottom of the illustration, but near the middle and upper part of the branch the narrow, ribbonlike ridges are irregularly formed, so that they even cross one another. The crevices of the Osage orange bark are orange or orange brown, which provides the necessary contrast. This "ribbony" pattern persists as the trunk enlarges, but on a coarser scale and with less orange-brown coloration.

I realize that the Osage orange is



Illustration D — The London plane trunk has more blending of colors and tones than that of the American plane.



Illustration E — The twisted and curved many stems of *Platanus acerifolia* add much interest in the landscape.



Illustration F — The thick bark of black walnut, with its coarse texture, suggests strength and ruggedness.



Illustration G — The hackberry, or wineberry, develops scaly, kernel-like protuberances over its gray trunk.



Illustration H — The honey locust bark is somewhat cherrylike, because of its lateral lenticels.



Illustration I — Gray ridges of uniform width characterize the bark of American arborvitae.

not a tree to be planted on the properties of most homeowners, but it is often present, and one should utilize its best features. The latter do not include the large, green, brainlike milky fruits nor the ambitious basal stems of so many trees.

The most famous tree valued for its bark could be the sycamore, or plane tree (*Platanus*). The native buttonwood, or sycamore (*Platanus occidentalis*), has a bark that is reddish brown to light tan and separates into scales, or plates, that may be gray to tan to white.

In illustration B the American plane tree is growing with multiple stems, which is not unusual, particularly in moist woodlands where this species is often found. Sometimes the plant may develop as many as six or more main stems. As one person described it, with six stems one has six times as much interesting bark as with a single-trunked tree—maybe so.

Plane Trees' Mottled Bark

The tone values and mottling that appear in illustration C are typical of the eastern American species of plane tree, *Platanus occidentalis*. A good bit of white creeps into this maze of shapes and colorations.

The bark of the London plane tree (*Platanus acerifolia*) shows a greater blending of tones and colors than the American plane tree. The colors range from green to tan to brown, and a bit of greenish yellow—but not white. Look at illustration D and compare it with illustration C, of the American plane tree, and then contrast the multiple-stemmed London plane tree shown in illustration E with the three straighter stems of *Platanus occidentalis* (illustration B). They are all interesting—and different. The latter is particularly true of stems that are 12 inches in

diameter or more, regardless of species.

A certain coarse texture is evident in the winter and this becomes more apparent during the growing season, when the large, broad leaves are added to the trees' attractions. The bark of the American plane tree seems a bit messier than that of the London plane tree (*Platanus acerifolia*). The latter species does not shed its bark so profusely as the American, and neither is too much of a maintenance problem when the trees are mature specimens. Both produce ball-like fruits that can make lawn mowing more difficult.

Not many persons think of the black walnut bark as being a dramatically attractive landscape feature, and it probably is not. The coarsely ridged bark—dark brown to dark gray tingled with red—has a rugged appearance (illustration F). This trunk measures 23 inches in

diameter, and the tree is not a large one, as black walnuts go.

Has Rugged Appearance

The bark is often two to three inches thick on old trees, and this thickness and coarseness persist into the larger stems. As one views a large specimen from a hundred or more feet away, he gets an impression of ruggedness, a suggestion of animal strength, from the far-reaching, dark, curved branches. In spring and summer this is all softened by the appearance of the pendulous, compound leaves.

Although it is not the most desirable of trees, the hackberry, wineberry or sugarberry (*Celtis occidentalis*) has an interesting and changeable bark. On a young tree, the light gray, smooth bark reminds one somewhat of American beech bark. This gradually changes as kernel

[Continued on page 32]



Illustration J — The main trunk of the basswood (*Tilia americana*) develops a bark with broken vertical lines.



Illustration K — The ragged bark of the hop hornbeam peels off in strips that vary only slightly in width.

Honor Four Rose Firms For 1962 Introductions

Four of the country's leading nurseries were honored at a special luncheon at New York city May 24 for their development and introduction of the four All-America roses for 1962. All-America Rose Selections, Inc., presented the awards to the firms, at the same time introducing the public to the new roses.

The nurseries honored and their winning introductions were Conard-Pyle Co., West Grove, Pa., with Christian Dior, an iridescent crimson and scarlet hybrid tea; Peterson & Dering, Scappoose, Ore., with Golden Slippers, a fluorescent orange and gold floribunda; Armstrong Nurseries, Inc., Ontario, Calif., with John S. Armstrong, a velvety, deep red grandiflora, and Jackson & Perkins Co., Newark, N. Y., with King's Ransom, a chrome-yellow hybrid tea.

The nurseries honored for development of the 1962 winners have been consistent contributors to the A. A. R. S. honor roll. S. B. Hutton, Jr., vice-president of the Conard-Pyle Co., accepted the award honoring his firm's 11th All-America rose. The award accepted by E. P. Dering, president of Peterson & Dering, represents a milestone in the firm's long history of contributing fine roses to the American garden. It is the first All-America rose award achieved by this rose nursery.

The leading firm in All-America honors is Armstrong Nurseries, Inc., the general manager of which,

David S. Stump, accepted the 17th award the firm has won. Following close is the Jackson & Perkins Co.; President Charles H. Perkins accepted the 16th All-America award his firm has won since introduction of the awards in 1940.

Paul W. Howard, Howards of Hemet, Hemet, Calif., president of All-America Rose Selections, predicted at the luncheon that Americans will buy a record-breaking 50,000,000 rose plants within the next 12 months. Amateur rose gardeners, Mr. Howard said, will spend \$150 million on all rose plants, an increase of 10 per cent over last year's figure. Garden rosebush sales alone will account for nearly 15 per cent of the big over-all volume of general nursery stock, which is expected to exceed \$1 billion for the second straight year. Forty per cent of the rose volume, he added, will be plants selected as All-America Rose Selections winners. The 1962 All-America roses will chalk up a sale of 2,000,000 plants, marking an all-time record for first-year plant sales, Mr. Howard said.

At San Francisco

The All-America Rose Selections for 1962 were announced to the San Francisco bay area print and broadcast garden editors at a luncheon held at the Fairmont hotel Tuesday, May 23. John A. Armstrong, Jr., described the development of Armstrong Nurseries' award-winning John S. Armstrong. Clarence Perkins

introduced the Jackson & Perkins Co.'s King's Ransom. Speaking for Peterson & Dering's Golden Slippers was John Hahn, Ruehl-Wheeler Nursery, San Jose. Clyde Stocking, Stocking Rose Nursery, San Jose, representing the Conard-Pyle Co., presented a bouquet of Christian Dior roses to Miss Rita Lucas, from Magnin's fashion store, who was dressed in a Dior original.

Other A. A. R. S. members present were George Roeding, Jr., California Nursery Co., Niles, and Dr. Walter Lammerts, Germain's, Livermore.

After the luncheon, Messrs. Armstrong and Perkins went to the studios of radio station KNBC to tape a program with Bill Adams for broadcast during his regular Saturday noon show June 3.

At the luncheon, Bart Rolph, San Francisco recreation and park department, announced that largely as a result of his attendance at these A. A. R. S. meetings and co-operation of the group the city is re-establishing the Rose Garden in Golden Gate park. Thanks to 12 rose growers, there are over 1,000 plants now in the 1½-acre garden. The purpose is twofold—to grow roses that will do well in San Francisco and those which it is thought will do well, plus all the All-America winners. San Francisco has a difficult rose-growing climate.

NEWLY opened is the Boca Raton Nursery & Garden Supply, Boca Raton, Fla., where plants will be displayed in their natural setting. Owner is James Wamke.

RENAMED Country Gardens, Inc., is Palombo Nurseries, Inc., Pittsburgh, Pa. There has been no change in management.



Receiving the A. A. R. S. award plaque for their firms' introduction of 1962 All-American Rose Selections winners from Paul J. Howard (center), president of All-America Rose Selections, Inc., at a recent promotional luncheon held at New York city, are (left to right) Charles H. Perkins; E. P. Dering; Sidney B. Hutton, Jr., and David S. Stump.

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CHICAGO LANDSCAPE MEN HEAR BID DISCUSSION

William Shatwell, Barrington, Ill., and William Rose, Hinsdale, moderated an educational program at the May meeting of the Chicago Metropolitan Landscapers Association, which was designed to aid members in solving the problems of landscape project bidding.

Mr. Shatwell, for many years head of landscape architecture for the United States Army corps of engineers, and Mr. Rose, in private business, worked with the C. M. L. A. education committee, headed by "Hub" Tures, Des Plaines nurseryman, in handling the program.

The members were given a typical landscape bidding project, while Mr. Shatwell and Mr. Rose worked separately, according to the methods of their respective organizations, to arrive at a proper cost estimate.

Bidding was based on the unit price of sodding, seeding, trees, labor, etc. The architects, through their different means of computing costs, arrived at approximately the same figure.

Mr. Shatwell noted that in a real bidding situation, it was essential to study the job firsthand to catch the hidden factors. Other points to remember in bidding are maintenance of the job after completion, labor costs, equipment costs and transportation of equipment.

The landscape men submitted figures that averaged close to the cost estimates settled on by the landscape architects.

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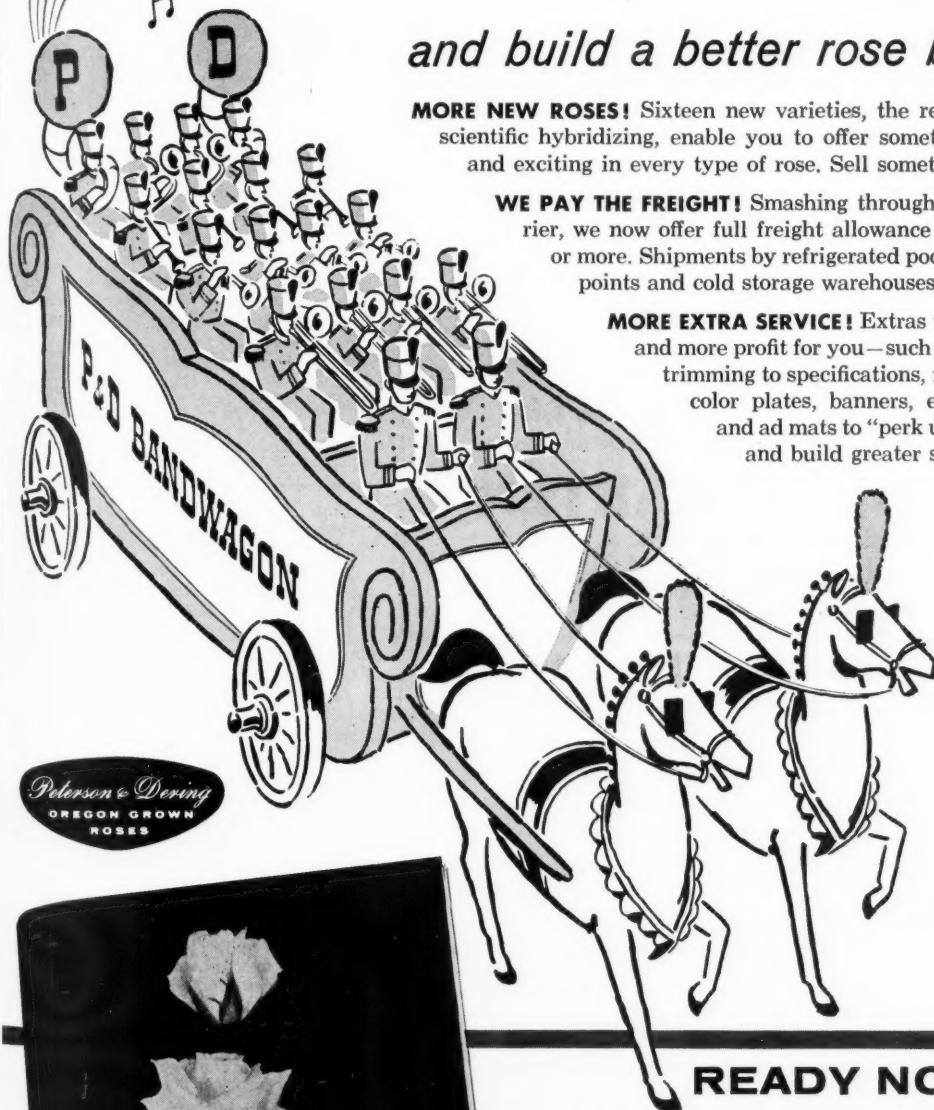
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COMING EVENTS

MEETING CALENDAR

June 15 and 16—Short course for Florida nurserymen and growers, University of Florida, Gainesville.

June 16—Landscape Materials Information Service, summer meeting, Allenberry "On the Yellow Breeches," Boiling Springs, Pa.

June 19 to 21—Kentucky Nurserymen's Association, summer meeting, Ken Lake hotel, Kentucky Lake state park, Hardin, Ky.

June 19 to 24—Advanced management conference, Syracuse University's Minnowbrook conference center.

June 20 to 23—Western chapter, National Shade Tree Conference, University of British Columbia, Vancouver, Canada.

June 24 to 26—Mississippi Florists' and Nurserymen's Association, summer meeting, Heidelberg hotel, Jackson, Miss.

June 25 to 27—Plains Nurserymen's Association and New Mexico Association of Nurserymen, joint convention, Western Skies motel, Albuquerque, N. M.

June 25 to 27—Missouri State Nurserymen's Association, summer meeting, Holiday Inn motel, Columbia, Mo.

July 5—Connecticut Nurserymen's Association, summer meeting, Lake Compounce, Bristol, Conn.

July 9 to 12—Canadian Association of Nurserymen, 38th annual meeting, Hotel Vancouver, Vancouver, B. C., Canada.

July 10 to 12—American Society of Landscape Architects, annual meeting, Harvest House hotel, Boulder, Colo.

July 11—Pennsylvania Nurserymen's Association, western region, summer meeting, Eisler Nurseries, Butler, Pa.

July 13—Ohio chapter, National Shade Tree Conference, summer meeting, Cumberland, O.

July 15—New York State Arborist Association and Western New York Arborists Association, combined summer meeting, Niagara Falls, N. Y.

July 15 to 20—American Association of Nurserymen, annual convention, Statler Hilton hotel, Washington, D. C.

July 25 and 26—Michigan landscape and nursery conference, Kellogg Center, Michigan State University, East Lansing, Mich.

August 1 and 2—Indiana Association of Nurserymen, summer meeting, Evansville, Ind.

August 1 to 3—Illinois State Nurserymen's Association, short course, Morton Arboretum, Lisle, Ill.

August 2—Massachusetts Nurserymen's Association, summer meeting, H. V. Lawrence, Inc., Falmouth, Mass.

August 2—New Jersey Nurserymen's Association, summer meeting, Howe Nurseries, Pennington, N. J.

August 2 to 4—West Virginia Nurserymen's Association, summer meeting, West Virginian hotel, Bluefield, W. Va.

August 6 to 8—National Mail Order Nurserymen's Association, annual meeting, Hotel La Salle, Chicago, Ill.

August 6 to 8—Southern Nurserymen's

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August 13 to 18—A. A. N. management conferences, Sagamore conference center of Syracuse University, near Raquette Lake, N. Y., and Lake Arrowhead conference center of the University of California, Lake Arrowhead, Calif.

August 15 to 17—Ohio Nurserymen's Association, summer meeting, Lake Hope state park, Zaleski, O.

August 17 — New England Nurserymen's Association, summer meeting, Boulevard Nurseries, Newport, R. I.

August 20 to 23—Texas Association of Nurserymen, annual convention, Galvez hotel, Galveston, Tex.

August 20 to 25—National Shade Tree Conference, annual convention, Leamington hotel, Minneapolis, Minn.

SOUTHWEST MEETING

Program details for the annual convention of the Plains Nurserymen's Association and the New Mexico Association of Nurserymen, holding joint sessions at the Western Skies motel, Albuquerque, N. M., June 25 to 27, have been released by Mrs. Harold D. Means, secretary-treasurer, as follows:

JUNE 25

- 1 p. m.—Registration.
- 2 p. m.—Plains Nurserymen's Association board of directors' meeting.
- 7:30 p. m.—Ice-breaker party, ballroom.

JUNE 26

- 9 a. m.—"Turf Growth," by Ralph Callaway.
- 10:30 a. m.—"Credit and the Nurseryman," by James R. Gray, New Mexico State University, University Park.
- 12 m.—Joint luncheon.

- 2 p. m.—"Systemic Insecticides," by John R. Durken, New Mexico State University.
- 6:30 p. m.—Buffet supper; informal dance.

JUNE 27

- 9 a. m.—"Supplying Cut-Price Markets," panel discussion.
- 10:30 a. m.—Separate meetings of the Plains Nurserymen's Association and the New Mexico Association of Nurserymen.

Lunch.

- 1:30 p. m.—Joint meeting.
- 7:30 p. m.—Banquet and dancing.

EDUCATIONAL PROGRAM

Arrangements for the educational program in connection with the 86th annual convention of the American Association of Nurserymen at Washington, D. C., July 15 to 20, follow the general plan scheduled last year. The two groups involved, the A. A. N. garden center committee and men's National Landscape Nursery Association, will again hold one session jointly, the morning of July 18. Then in the afternoon, after a general lunch, while a special garden center program is presented, a tour to the National Arboretum will

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be the feature for the landscape nurserymen. Speakers and their topics at the sessions scheduled in the Congressional room are as follows:

TUESDAY, JULY 18

9 a. m.—Welcome and orientation, by Jack Schneider, Orchard Nursery, Lafayette, Calif., chairman, A. A. N. garden center committee.

"Stay in the Game," by Jack Siebenthaler, Florida Nursery & Landscape Co., Cocoa, Fla.

"Ideas Make Nurserymen Great," by Dr. G. Herbert True, vice-president, Visual Research, Inc., Chicago, Ill.

12 m.—General luncheon, Presidential ballroom.

GARDEN CENTER PROGRAM

2 p. m.—Address, by D. Murray Franklin, editor and publisher, House & Garden Supply Merchandiser, Towson, Md.

3:15 p. m.—Recess.

3:30 p. m.—Garden center panel, with Jack Schneider as moderator and Jack Siebenthaler; Hiram Johnson, Conard-Pyle Co., West Grove, Pa., and D. Murray Franklin as panel members.

4:30 p. m.—Adjournment.

ARBORETUM TOUR

2:30 p. m.—Buses leave Statler Hilton hotel for tour of the National Arboretum.

5 p. m.—Buses return to the Statler Hilton hotel.

MISSOURI SUMMER MEET

Members of the Missouri Nurserymen's Association will convene at the Holiday Inn, Columbia, Mo., June 25 to 27 for their annual summer meeting, according to D. F. Millikan, secretary-treasurer. Featured talks on the business program concern cost analysis and motivation research. The complete schedule follows:

JUNE 25

6:30 p. m.—Mixer and snack buffet. Entertainment.

JUNE 26

8:30 a. m.—Women's breakfast, with Sarcoxie Nurseries, Sarcoxie, Mo., hosts. Men's breakfast, no host.

9:30 a. m.—Registration.

10 a. m.—"Cost Analysis," by Roy A. Wilhelmsen, Arthur Anderson, accountant firm, Kansas City.

11 a. m.—Discussion of cost analysis.

12 m.—Lunch. R. A. Schroeder, chairman of the department of horticulture, University of Missouri, Columbia, master of ceremonies.

"World Affairs," by True D. Morse, former United States under-secretary of agriculture.

2:30 p. m.—Afternoon free for tours, golf, swimming, television production, style show, tea and visiting.

6 p. m.—Cocktail hour, courtesy Mount Arbor Nurseries, Shanandoah, Ia., and Neosho Nurseries Co., Neosho, Mo.

7 p. m.—Banquet, with Timothy Hays, speaker.

JUNE 27

4:30 a. m.—Early morning golf.

9:30 a. m.—"Motivation Research," by Thomas Danbury, school of journalism, University of Missouri.

10:30 a. m.—Discussion period.

11:30 a. m.—State meeting and adjournment.

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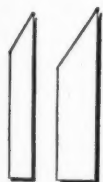
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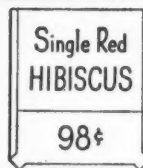
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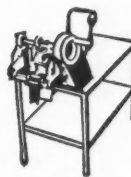
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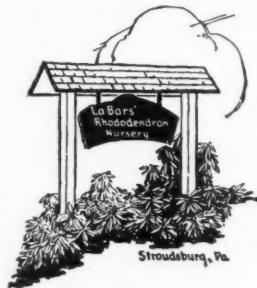
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CONNECTICUT MEETING

The annual summer meeting of the Connecticut Nurserymen's Association, to be held July 5, will be an all-day event at Lake Compounce, Bristol, Conn., according to C. A. N. President Russell J. Griffin, Verkade's Nurseries, New London.

A noon luncheon will be followed by a business meeting. Wives and children are welcomed, and there will be many activities for them.

NEW YORK ARBORISTS' DATE

July 15 has been chosen as the date for the combined summer field meeting and tour of the New York State Arborist Association and the Western New York Arborists Association, according to Frank E. Karpick, secretary-treasurer of the New York state association. Buses will leave the Hyde Park Administration building, Niagara Falls, N. Y., at 9 a. m. for the school of horticulture at Niagara Falls, Canada. The Niagara parks commission will furnish guides to explain points of interest along the scheduled bus route, including grounds of the hydro-power plant of Canada, Oakes Garden Theater and Queen Victoria park and conservatory. Association meetings will be held after a box lunch at Brock's monument, Queenston Heights park. An additional feature of the program at the end of the day is an optional bus trip through the New York state power authority project.

LILY SOCIETY MEETING

The annual meeting of the North American Lily Society will be held in conjunction with the 14th annual international lily show, which is being staged at the Carolina Inn, Chapel Hill, N. C., June 30 and July 1.

The program will include the election and installation of officers and talks on many phases of lily growing by recognized lily experts, including Jan de Graaff, Oregon Bulb Farms, Gresham, Ore.; Prof. George Slate, New York state experimental station, Geneva, N. Y.; Dr. George Doak, president of the N. A. L. S., Chapel Hill, N. C.; George Holland, Toronto, Canada; Prof. A. M. Showalter, Harrisonburg, Va.; Earl Hornbeck, Oregon Bulb Farms, and Dr. S. L. Emsweller, United States Department of Agriculture, Beltsville, Md.

In addition there will be a conducted tour of the Coker Arboretum

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FOUR-STATE QUARANTINE

Washington, Oregon, Idaho and Montana recently announced interstate plant quarantines on all pine nursery stock imported from 17 states where European pine-shoot moth is known to exist. This action was taken following the discovery of the pine-shoot moth in the state of Washington last year.

States covered by the quarantine are Connecticut, Delaware, Illinois, Indiana, Iowa, Maine, Maryland, Massachusetts, Michigan, New Jersey, New York, Ohio, Pennsylvania, Rhode Island, Washington, West Virginia and Wisconsin.

Nurserymen who may be shipping pines into any one of the above-mentioned four states declaring the quarantine should write to the regulatory official in the state of destination and request a complete copy of the quarantine.

MINNESOTA DEDICATION

The new main entrance gateway to the Minnesota Landscape Arboretum was dedicated June 3, according to L. C. Snyder, head of the University of Minnesota horticulture department. John Voight, Milwaukee, president of the American Association of Botanical Gardens and Arboretums, was the featured speaker at the dedication ceremony, which was followed by tours of the arboretum.

Funds for the entrance and for the landscape planting around the entrance were donated by the Lake Minnetonka Garden Club. Edwin Lundie, St. Paul architect, created the design. The main entrance gateway is the first permanent structure to be built in the arboretum.

NEW SITE FOR OLD HOLLY

A 35-foot, 150-year-old American holly tree recently was moved to the center of the parking lot of the new Vienna, Va., shopping center. The move, 800 yards from its former location, was undertaken by Lewinsville Nursery, Inc., McLean, and financed by Greenhoo Fischer, Washington, D. C., developers and owners of the shopping center. The tree was first planted in 1865 by a Union Army officer.

BEGINNING the Tri-Valley Nursery at 2002 Ventura boulevard, Camarillo, Calif., is Donald Frick.

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THIS BUSINESS OF OURS

Reflections on the Problems of Nurserymen

By E. Sam Hemming

INSTRUMENTS FOR LANDSCAPE NURSERYMEN

In the offices of landscape nurserymen across the country the personnel has varying degrees of formal education, as well as of practical experience. Some firms are equipped both to design and to execute landscape designs, while others concentrate on landscape contracting. Regardless of the emphasis of the firm, it is important that the office be well equipped for two reasons. First, accuracy and efficiency save time and money. Second, a better impression is made on customers. From observation, it would seem that the well-equipped office is more likely the exception than the rule.

It is not necessary that the equipment enable one to make a precise land survey. On the other hand, improper and inaccurate measuring is poor workmanship and can be expensive. Often the only equipment employed is a tape measure, which, although necessary, is not enough. Measurement by pacing is of limited usefulness. After a tape measure, an office should have several scale rules—an architect's and an engineer's. This is a simple need but I have often seen plans scaled simply with the aid of a tape measure.

Good Level Definitely Necessary

The next almost indispensable instrument is a good level; it can be a dumpy level, an engineer's level or an architect's level. I personally like and have had for 30 years one of the last. In my opinion it paid for itself on the first job. It is useful and efficient in obtaining levels for grades, but is equally useful in running long lines of trees in an avenue, for example, and, if it has an azimuth scale for turning right angles when laying out gardens, orchards and structures, is still more useful. This one feature can save a surprising amount of time. Levels of this type cost approximately \$200. That might sound expensive, but do not forget that a planting crew can plant more than that much in stock in a day. Since it is either the boss or highest-paid man who must do this work, efficiency counts. Incidentally, a level is almost equally

indispensable on any nursery of even modest size, including wholesale nurseries where no landscaping at all is done. It is useful in construction, drainage and laying out blocks.

If you think a good instrument does not save money, I can give an example from my own experience. In recent years there has been a great increase in the number of irregular-size lots, and, while I believe I am fairly good at guessing angle sizes, on one occasion I drove 50 miles to get data for a job which, when put on paper, would not come out right. The time lost on that one job would have paid for the instrument to prevent this.

At the earliest opportunity, I purchased a Brunton pocket transit, which is only two and three-fourths inches across and easily carried and is essentially a precision-sighting compass. It is not a toy, being accurate to 1 degree. An ordinary pocket compass would not be accurate

enough. Use of these instruments shows their added utility. For example, I can quickly find the height of a tree to an accuracy of about one foot.

Alidade Can Replace Transit

It is questionable if any landscape nurseryman would find it necessary to invest in a regular engineer's transit, but there is an instrument that is well worth considering even for a medium-size office. This is an alidade, equipped to make stadia measurements and used with a plane table. Its cost would be somewhat more than a level but less than a transit. When an alidade is used on a plane table, an area can be mapped directly, saving both field and office time. Sighting through the telescope at a rod, one can get three readings at once—the distance to the rod, accurate to less than one foot in 100; the elevation of the same point compared to the sighting point, and the compass direction or angle. Complicated mathematics is not involved, and there is no need to waste the time of two men utilizing a tape measure.

In the landscaping nursery business, where so much labor is involved, any good instrument that saves time is a good investment.

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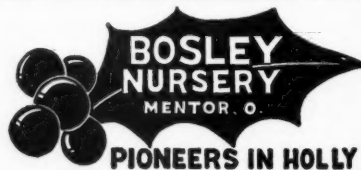
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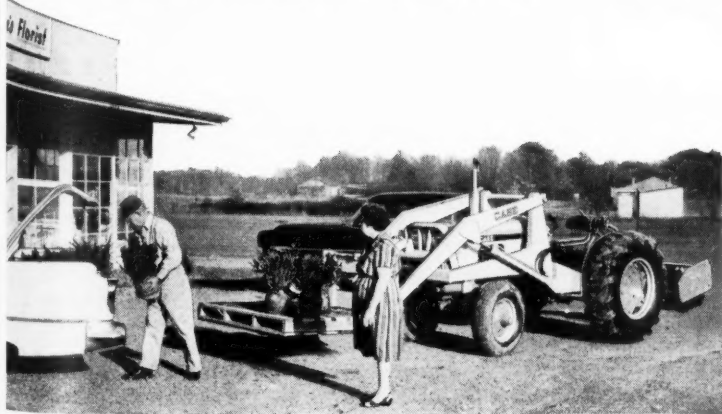
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New Augusta, Ind.**COVER ILLUSTRATION****Zelkova Sinica**

The few known species of zelkova are elmlike trees or shrubs native to the Caucasus, China and Japan, and only two of these are occasionally seen in cultivation, despite desirable characteristics which merit their more general use.

One of the most familiar species is *Z. serrata* (acuminata), which is found in Japan and was introduced about 1860. This tree, at maturity, can reach 100 feet under favorable conditions and is the largest in the genus. Its trunk is usually short, dividing into several stout, upright and spreading branches, which form



Foliage of Zelkova Sinica

a broad, round-topped head clothed with elmlike leaves three to four inches long, sharply toothed and somewhat rough above but nearly always glabrous beneath.

Z. carpinifolia originated in the Caucasus, was introduced as early as 1760, but is not often seen in this country. This species is smaller than the preceding and matures at about 80 feet, with an oblong head of dark green leaves that are shorter than those of *Z. serrata*, less sharply toothed and about as rough on top but quite hairy on the veins beneath.

Both the foregoing species are trees of pleasing contour and attractive foliage, but one rarely sees the most attractive member of the genus, save in an arboretum or botanical planting. It is *Zelkova sinica*, a native of central and eastern China.

Somewhat similar in growth habit to *Z. serrata*, but of lighter structure, this smallest of the species seldom exceeds 50 feet and has smoother,

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But Its Effectiveness Depends Upon the Equipment You Use

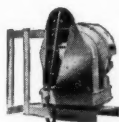
Spray protection insures healthy plants and bigger profits. But . . . it's only as effective as the equipment you use. Thorough coverage is essential. If not properly applied, the best insecticides, fungicides or fertilizers will give only poor control. Here are several types of sprayers in wide use by nurserymen with varying requirements. Which type would fit your needs best?

SPEEDAIRE ATTACHMENTS

Efficient, economical air spraying is available to any nurseryman with a John Bean Speedaire attachment. Either one converts most any high-pressure sprayer into a modern air sprayer. Both feature convenient remote controls for easy, one-man operation plus top performance with thorough, penetrating tree coverage.



Model 12 Speedaire



Model 10 Speedaire

Choose the Model 10 for small to medium tree acreage or the Model 12 for bigger capacity requirements.

CHRISTMAS TREE SPRAY MAST

A highly practical and efficient spraying attachment for Christmas trees or any medium-sized trees, the John Bean Spray Mast mounts easily on the back of any high-pressure sprayer.

It comes equipped with nozzle discs for use with pumps ranging in capacities from 10 g.p.m. and up. Discs and whirl-plates can be changed to tailor the spray for best tree coverage.

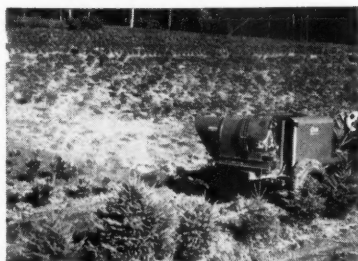


Spray Mast

Boom height is easily and quickly adjustable. Control valves permit one or two-way spraying.

AIRCROP ATTACHMENTS

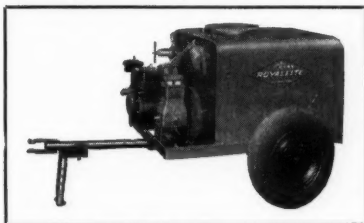
You'll cover big acreages faster and more thoroughly with a John Bean Aircrop attachment. With this versatile mist sprayer, you can protect nursery plants, shrubs and trees with concentrations many



times those used in high-pressure equipment and you do it in less time, using less spray material. Three models of Aircrop attachments are available—the 10-RC, the 15-RCG and the 20-RC. Any one converts most any high-pressure unit into a modern, air-type sprayer.

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Get all-around versatility for every nursery spraying job with John Bean's famous Royalette. It's an all-purpose sprayer that gives you efficient, dependable performance at modest initial cost. The Royalette 10 Series offers a capacity of 10 g.p.m. at up to 400 lbs. pres-



sure; the 55 Series has a 5 g.p.m. capacity at up to 400 lbs.

Where higher capacities are required, John Bean offers the Royalier Series with capacities of 15 g.p.m. at up to 400 lbs. pressure and 20 g.p.m. at pressure up to 300 lbs.

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To protect against corrosive spray materials, John Bean bonds tank interiors with a special process called BEAN BOND—your guarantee against rust and corrosion. Royalette and Royalier sprayers are available in a wide variety of mountings including skid, trailer and power take-off models.

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The compact John Bean Trojan sprayer fills the bill for varied spot-spraying jobs. Perfectly balanced, it's a highly portable unit that can be moved into hard-to-reach places. Trojan's new fiberglass pump re-

sists corrosion and abrasion. It has no bearings, belts or gears—only one moving part. Pump delivers a constant, nonpulsating pressure with a capacity of 3 g.p.m. at up to 60 p.s.i. Powerful, 2¼-h.p., four-cycle engine is equipped with automatic recoil starter for fast, easy starts. Pistol grip spray gun adjusts from wide, cone-shaped mist to straight stream. Trojan comes



equipped with 15 feet of high-pressure, heavy-duty, chemical-resistant hose. Bean Bond coating guards the 10-gal. tank against rust and corrosion. Jet agitator churns water and spray material for thorough mixing. Three useful attachments include a root feeder, 3-nozzle spray boom and a 7½-foot tree extension.

USE QUALITY EQUIPMENT

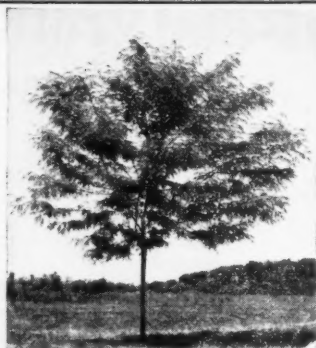
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MISSOURI GROWN IS HARDY...

lighter bark; the leaves are one to three inches long, narrower and a much lighter green in color. The entire tree has a more graceful appearance, due perhaps to the slightly pendulous branchlets and airy foliage.

Like *Z. serrata* and *carpinifolia*, this handsome tree is fairly hardy and, being such a pleasing one, should be more generally used wherever it can be successfully grown.

J. G.

TREE BARK VALUES

[Continued from page 13]

and/or curved shell-like bark protuberances partially conceal the gray inner bark. Illustration G shows a hackberry tree trunk measuring 24 inches in diameter.

Most hackberry trees seem to possess the heaviest concentrations of witches'-broom and leaf gall when they are trying to survive under extremely dry soil conditions. Their ultimate heights become restricted, too. There is something characteristic of all older trees. The warty characters on the still partially smooth gray bark seem to place a label on the tree. One can recognize it even though he may be 50 or more feet away.

The bark of many trees goes unnoticed, and undoubtedly the honey locust (*Gleditsia triacanthos*) falls into this category. During its early years the bark coloration is a dark gray, relatively smooth, except for the numerous lateral lenticels that make one think for a moment that it is a cherry.

As the tree becomes older, reaching an age of 15 years or more, the dark gray bark begins to separate, giving almost a peeling effect (illustration H). The honey locust trunk illustrated has a diameter of 20 inches, with bark that is breaking into curled or broken plates.

Age Brings Coarse Effect

The bark of old specimens, 30 inches or more in diameter, is broken into many plates, or sections, and gives the impression of coarseness. The lenticelled bark is still in evidence, but the coloration—or, rather, the tone—becomes almost black.

The white cedar, or American arborvitae (*Thuja occidentalis*), depicted in illustration I has a bark that is characterized by narrow strips of even width. Upon closer observation, it appears to have a more red to orange-brown coloration, but it is thicker and more per-

sistent than the bark of the red cedar. The strips of bark shown in illustration I are actually more like ridges and they become broader as the trunk diameter becomes greater. It is relaxing and enjoyable for one to walk slowly through a mature woodland and test himself on the identification of sugar maple; beech; sweet birch, and black, red, pin, scarlet and the other oaks. The observation need not include only the top-story trees. Certainly the bark of such understory trees as hornbeam, flowering dogwood, downy shad-blow, hop hornbeam and mature witch hazel will also provide interest.

There is something about the bark of American linden, or basswood (*Tilia americana*), that is different from that of all the other trees but difficult to describe. Illustration J indicates why it may be a bit difficult. I have checked various books and the descriptions are far from precise.

Bark Grooves Are Irregular

The grooves or lines are not vertical, as in many trees, but appear as broken or discontinued lines—as though someone had made the indentations with a jerking motion and could not make a continuous groove. These broken grooves are not always vertical, but will spiral a bit around the trunk, and they become coarser.

Many times, too, the trunk is not perfectly round, appearing somewhat flat on one side, with the rest of the trunk rounded or even a bit angled. This is noticeable on specimens that fringe the woodland or lean over a stream.

A woodland would also be the place to find a young hop hornbeam (*Ostrya virginiana*) with a trunk like that shown in illustration K. The bark is quite ragged, but consistently breaks from the trunk in strips of even widths. If one were to measure an older tree than the one illustrated, he would find that the strips of bark would not vary more than one eighth of an inch in width.

It is amazing that it has taken the users of trees so many years to learn that they have a good street or lawn tree right in their own back yard or woodland. I refer to this same hop hornbeam. The bark of *Ostrya virginiana* varies in color, sometimes showing a brown to orange tinge, but it eventually becomes mostly gray.

I have many other interesting bark illustrations that will be used and commented on in another article.



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PLANT NOTES HERE AND THERE

By C. W. Wood

Dianthus Sylvestris

While wandering through a field which was used years ago for commercial plant culture, I came upon, among many long-forgotten plants, a perfect specimen of the so-called wood pink, *Dianthus sylvestris*. The field has not been used since the early years of World War II; so it is easy to see that the plant is quite indestructible.

"Hortus" gives the name *D. sylvestris* and mentions no synonyms; some European authors call it *D. inodorus*, with *D. sylvestris* as a synonym, while others reverse the order. Ingwersen has this to say about it: "*D. sylvestris*, so named in 1786, had been previously named *D. inodorus* by Linnaeus in 1753 and the latter name has priority and should be the authentic one." From Farrer comes: "*D. inodorus* (L. 1753) is the only correct and valid name for the species universally beloved as *D. sylvestris* (Wulf, 1786)." Note that Farrer called it *silvestris* and not *sylvestris*, as it is commonly written.

The plant is quite variable as it wanders over hill and vale from Spain at least to the borders of Asia, running all the way from foot-tall forms of lowlands to the two inches or so of a high mountain form known in gardens as *D. frigidus*. And the color of *sylvestris* varies not a little, too, requiring careful selection to get the best colors. After one obtains the best color forms (soft salmon pink in my opinion), they are easily perpetuated by cuttings.

One would expect from the name *sylvestris* (meaning of woods or forests) that the plant would be a lover of shade, but that is not the case; on the contrary, it gives the best account of itself in a dry, sunny situation. Depending upon the height of the material, it is good for border, rock garden or wall (it is a splendid ornament for the sunny wall). It blooms at the usual pink time in June and often more sparingly later.

Cotoneaster Adpressa

Among the large number of cotoneasters there is a shrub for almost every garden situation. Of course, not all the kinds are hardy in the northern tier of states, but there

are far more than is generally thought to be the case and certainly enough to satisfy most garden needs. One that comes to mind is the prostrate *C. adpressa*, an ideal plant to clothe dry, sunny slopes; to drape over a wall, or to spread out a carpet, 10 inches or so deep, of green in almost any spot where a covering is needed. Its little pinkish "apple blossoms" in June are followed by showy, reddish fruits in August, and its little leaves (about a half-inch long) make it a long-time ornament. Just how long the leafy season will last depends upon the climate in which it is grown; so do not let the conflicting statements that you read, one calling it an evergreen and another saying it is deciduous, confuse you. I do not know how far north it could be called evergreen, but I believe it would be at least the latitude of Columbus, O. Anyway, it loses its leaves in northern Michigan in early winter. But it seems to be hardy, even this far north, es-

pecially if snow covers it during severe weather.

Crested Iris

Iris cristata should make a good sales item where it is little known. Following are a few suggestions for its use:

Because of the obvious connection of a dwarf plant and the rock garden, my plant is generally put in that part of the garden. Although it is well suited there, it does not necessarily mean that rockery planting is the end of its usefulness.

Some gardeners get a good effect with this hardy, wee iris by using it as an edging for beds of the tall-growing kinds. And perhaps its greatest beauty can be brought out by planting it in long drifts on a sunny or lightly shaded slope. It also makes a nice edging for garden paths.

Iris cristata is a plant of many uses, if its 4-inch stature and lavender-blue flowers are suitable. Un-

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like many miniatures, including some small iris varieties, it is easily grown in almost any good garden soil. There is also a beautiful white-flowered form, variety alba, more delicate than the type, but not too difficult for the careful gardener. It should be propagated from divisions.

Daffodil Rosegarland

The blooming of Rosegarland, a daffodil new to me, in the window garden last winter reminded me that I had forgotten to insert a note now and then on new daffodils as they showed up in my trials and as they were observed in other gardens. Many neighborhood growers are finding it profitable to feature a few unusual kinds each year, and I hope that these notes will help them to make their decisions.

If one likes soft colors, like the combination of white, primrose and peach in my present plant of Rosegarland, it may pay one to investigate this tall, upstanding variety. The flower is large, with a broad, white perianth and a rather shallow, wide, bowl-shaped, peach-colored cup, making a flower of great charm. Its tall stems and large flowers of good substance combine to make a good cutting item.

Perhaps a few thoughts on new introductions in any genus of plants may not be out of place at this time. The subject was suggested by a reading of a report of the 1914 daffodil show in London. Of the collection of 48 new kinds that took first in the open class, many of which received enthusiastic praise as coming cut flowers and others as outstanding garden ornaments, just one, Croesus, is grown to any extent in present-day gardens, and all except that one has quite disappeared from growers' lists. To further check on the observation, I reviewed the 1936 issues of an amateur garden magazine for which I have written a column on new and noteworthy plants for close to 30 years, and found that none of the "world-beaters" praised that year are around today. This means that

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either (1) the plants were not nearly so good as was thought back in 1914 and 1936, (2) plant breeders have made such rapid progress that the best of a few years ago have been outmoded or (3) gardeners are a fickle lot. I remind myself, however, that the stabilized species have retained the affection of gardeners through the centuries.

Tulipa Linifolia

A tulip which I think will give nurserymen and their customers a lift after a long, dull winter is the little Asiatic, *Tulipa linifolia*. As gardeners see colors in different lights, the flower's hue has been variously described as scarlet, vermilion, crimson and otherwise. The description that I like best was the one given by the Reverend Jacob in one of his books: "A dwarf grower, with a widely open flower of sealing-wax red and well-defined black base." Add to that the fact that the 6-inch stems spring from a tuft of narrow, almost grasslike leaves in early spring, and one has a picture of an attractive garden ornament. It will also suggest to the experienced gardener how useful it could be in the landscape. A generous clump in a show garden would no doubt attract spring customers.

Dwarf Phlox Elaire Alexander

Where *Phlox nivalis* stops and *Phlox subulata* commences, or vice versa, is not easy for an ordinary gardener to determine; so when the authorities say that the new dwarf variety, *Elaire Alexander*, is a hybrid of these two species, I take their word for it and go ahead enjoying one of the finest pink-flowered varieties that I have seen. It has something of the upright growth of *nivalis*, the brilliance of the best rose pink of the best dwarf phlox to be seen and some other outstanding characteristics to be mentioned later. Of these, the large size of the flower (an inch or more across) sets it apart as a spectacular thing, and the heart-shaped petals, being somewhat curled at the tips, give it a distinctive appearance. In addition to all these excellent qualities, it is said to have a tendency to bloom in autumn after a prodigious production in spring.

Cespitose Evening Primrose

Evening primroses in general have a rather poor reputation among gardeners, especially the meticulous ones, because many kinds are somewhat weedy, the annual kinds often making a nuisance of themselves by self-sowing and some of the peren-

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nials spreading rapidly from the root. From the plains and foothills of the west comes one, *Oenothera caespitosa*, which may, because of good behavior and beauty, change any poor opinion of the genus. If it acts as a biennial, as it has sometimes in my trials, it may be kept going by dividing the plants, preferably in August, I believe; if it acts as a perennial, it will gradually spread from the root, though never at an alarming rate, if it behaves as it did for me.

In any case, one is assured of a long season of large (to three inches or more across), flat, quite stemless flowers (gumbo lilies, of the plains' people), white or pink, for a long time in summer. Unlike some of their kin, the flowers of my plant remain open all day, making it spectacular. I have always grown it in light, sandy soil, but it probably would do well in heavy soil if the drainage was good. It comes readily from fresh seeds, when available, and may also be grown from divisions.

Gladiolus Orchidiflorus

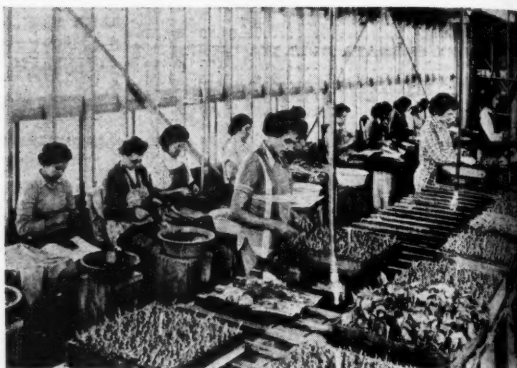
Gardeners often complain about the absence of fragrance in the gladiolus. The statement that the genus lacks fragrance is not true, of course, for several of the South African species are quite markedly sweet-scented, some at night only and a few throughout the entire day. Of the latter, *Gladiolus orchidiflorus* is a good example. Not only is it fragrant throughout the day, but its gray-green flowers, whose upper seg-

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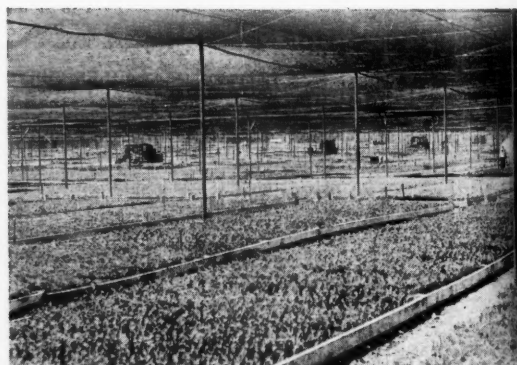
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ment is hooded over the shapely recurved lower segments and a half-inch tube, make an orchidlike flower, quite distinct in the genus as far as I know it. The flowers come on 15-inch stems, up to six to the stem.

The foregoing is an attempt to answer an Illinois reader. I regret that I cannot give him much encouragement about its commercial culture in his state or in any region where temperatures go much below freezing. My only experience was with three potted bulbs in a south window, and they did not turn out a big success. It is a winter-flowering species that should be planted in autumn or early winter, outdoors in the south or in a cool greenhouse, where the temperature can be kept from going much below freezing.

Corydalis Lutea

I thought I had said my last word on the little yellow fumitory, *Corydalis lutea*, but a New Jersey reader thinks otherwise, for he asks for a note on the plant and its habits. He says that his books say little about it, and the little that is said points to its being a weed.

A little experience in gardening teaches that there are various kinds of weeds. There are horrid ones, for instance, like the ground ivy, *Nepeta hederacea*, whose sole ambition, apparently, is to occupy the earth. Then there are pleasing ones, like *Corydalis lutea*, which Mrs. C. W. Earle, who wrote intimately about her English garden more than a half-century ago, classed among the kinds that "we alternately love and hate."

It is not the pest in the climate of eastern North America, however, that it seems to be in England and cannot qualify for the role which she gave it when she wrote of it: "It is a weed, but it keeps away other weeds."

Even though we in America find that it self-sows freely, we soon learn this is a good trait; otherwise it would not stay with us long, for its lengthy season of flowering from spring until winter is usually more than the plant can endure. Its golden fumitory flowers, set on 8-inch stems amid glaucous, ferny foliage, are at home in most associations in any dry spot, sunny or shady.

PLANTING PROCEDURE

Timely advice at planting time was contained in the May issue of New York Nursery Notes from Cornell University. Reviewing data in relation to several types of plants, from apple and shade trees to *Spiraea vanhouttei*, advice as to

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Wholesale Only

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planting well-grown bare-root stock, pruned and stored in cold storage over winter, was that, after the selection of a well-drained planting site, the plant should be soaked in fresh water 10 hours before planting, then set in place, firmed, watered and shaded. Pruning was stated to be a minor matter except in young trees where some structural pruning may be needed. Heavy pruning dwarfs early growth and is less desirable in establishing plants than retaining as much foliage as consistent with plant structure. Plant mortality can be reduced by attention to watering, particularly if rainfall is substantially deficient.

FLORIDA CONVENTION

[Continued from page 11]

plants grown in Florida was covered by Dr. Lorne McFadden, plant pathologist of the subtropical experiment station, Homestead. He illustrated his talk with excellent slides of numerous bacterial and fungus diseases of foliage plants.

Thursday afternoon the women enjoyed a boat tour of island homes from the Deauville docks. In the evening, a social hour was followed by a buffet on the Deauville pool-side terrace, preceding entertainment.

Keys to Success

During the general session Friday morning, May 19, I. C. Cahail, area manager of the Dale Carnegie Institute, spoke to the convention on "The Three Keys to Success." He pointed out that an individual must first determine how successful he wants to be and how much effort he is willing to put into the project. One should not expect a higher degree of success than he is willing to work to attain.

The first key mentioned by Mr. Cahail was the ability to convey ideas to others. He stated that a

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CONTAINER STOCK

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Azaleas and Camellias

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Crude Drugs and Ornamentals
E. C. MORAN, Stanford, Mont.

person-to-person communication is more important than any other type. "Seven per cent of the world's population rules the world, and all are speakers," said Mr. Cahail. He emphasized the fact that, while not everyone wishes to be among the world rulers, most persons wish to have control of the areas and situations that affect their welfare, and it is important that they be able to communicate effectively with others.

Mr. Cahail gave as the second key to success the ability to get along with and deal effectively with other people. He pointed out that one should not try to wear two "get along" suits, one at home and one in business. To be effective, a man must be sincere in his interest to please and get along with people at home as well as in business.

Establishing a good goal was the third key discussed by Mr. Cahail. He suggested enlisting the help of close associates in writing out definite objectives or goals for a business, partnership or corporation. He stated it would help also to set definite dates of attaining objectives. He related several cases where the goal or objective was attained before the date set, planned or scheduled.

Friday noon, special luncheons were scheduled for A. A. N. members, the women and the exhibitors.

Election of officers, as previously given, was held at the Saturday morning business session. Speaker at this time was Claude Fitzgerald, Miami realtor, whose topic was "Display and Merchandising." The afternoon was given to visits of Dade county nurseries and the Fairchild Tropical Gardens.

Past Presidents' Banquet

The featured speaker at the past presidents' banquet Saturday evening was Provost Willard M. Fife, college of agriculture, University of Florida, Gainesville, whose topic was "Footprints on the Sands of Time." He listed the ability to get along with people as one of the main requirements for success in today's world. Provost Fife listed and discussed five characteristics or conditions that help one to get along with others: (1) Honesty and sobriety; (2) a sense of duty to oneself and to others; (3) humility; (4) diplomacy or willingness to recognize the value of ideas and respect the rights of others to their own ideas and opinions, and (5) the ability to adapt to situations different from those expected. He pointed out

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Heavy Shrubs

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Spring 1962

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(Plant Patent No. 1710)
Shade Trees, Flowering Trees, Evergreens, Broad-Leaved Evergreens.

Write for wholesale list.
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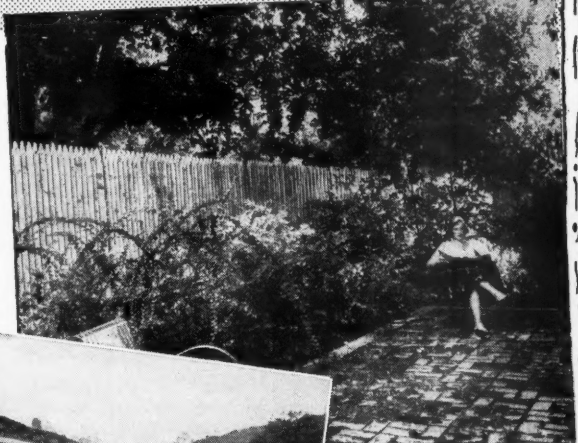
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Gates, Lanterns, Rustic Tables and Settees.

Shipped from Toledo or our W. Va. Yards.

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that these things are true not because man made them so, but because they have been proved sound through the ages and have been handed down as good and proper ways for men to deal with one another. In closing, Provost Fifeild reminded his audience that no one lives forever and that to live happily and completely one must feel that he has made some contribution to the welfare of his fellow man.

One of the highlights of Friday's program was a tour of Viscaya, the Dade county museum and Italian gardens, formerly the Deering estate. The tour was interesting to nurserymen because of the many examples of the landscape use of ornamental plants in excellently maintained surroundings.

SAMUEL NEWSOM, owner-manager of the Greenwood Tree, has relocated his Oriental gift shop in a wing of the Egger & Son Nursery building in the Locust district, Mill Valley, Calif., and set up a bonsai patio near the shop.

ORGANIZING his own nursery business at Nowata, Okla., is James C. Walker, formerly a salesman for Stark Bros. Nursery & Orchard Co., Louisiana, Mo.

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Dwarf Fruit Trees Espalier Trained Fruit Trees

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CHINESE ELM—6 to 8 ft., 75c ea. in lots of 10 or more; 8 to 10 ft., \$1.00 ea.

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THE DERTAY CO.,

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1961-1962

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Elmer's TOP QUALITY Bush,
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Featuring NEW Varieties
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Tree roses are grown in southern California and are graded to meet standards of the most particular customer.

Bush roses are grown in northern California's finest growing fields. These heavy, well-branched bush roses—with vigorous root systems—are budded only from the finest varieties of the leading rose breeders of the world, rigorously graded and handled with extra care.

ORIENTAL CHARM

One of Constance Elmer's later introductions. Brilliant shades of red, from true Oriental to dark velvety shades. Flowers borne on 18 to 24-inch stems. Dark glossy foliage, FREE FROM MILDEW. We feature other introductions of Constance A. Elmer—"Carrousel," "Little Darling," "Lady Luck."

Write for new Catalog TODAY!

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The Homestead Nurseries H.G. Benckhuysen. Boskoop. Holland

Specializing in hardy Rhododendrons and Azaleas, Acer, Fagus, Ornamental Trees and Shrubs, Perennials in leading varieties. Quality stock. Trade list on request. Ocean and air freight.

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40 varieties—including

DIAN, LOLLIPOP, LITTLE
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PINK JOY, POLKA DOT,
BIT O'SUNSHINE, etc. . . .

"Moore Miniature Roses"

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Broad-Leaved and Coniferous

Evergreens

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PORTLAND 6, ORE.

CALIFORNIA Association of Nurserymen

ELMER J. MERZ, Executive Secretary

CENTRAL CHAPTER

The Central chapter of the California Association of Nurserymen met May 9 to pay homage to "Roses—the Queen of the Garden."

Clarence Perkins, Neil Moore, Dennison Morey and Dean Chapman, all of Jackson & Perkins of California, Inc., Pleasanton, spoke on the problems of hybridizing, growing and merchandising millions of roses each year.

Central chapter president, Bert Wright, Wright Bros. Nursery, Lafayette, introduced Clarence Perkins, president of Jackson & Perkins of California, Inc. Mr. Perkins outlined the growth of the Jackson & Perkins firm in New York, Arizona and California to its present position as the world's largest rose grower.

Dean Chapman, wholesale manager, commented on 20 to 30 new rose varieties that were exhibited. The colors ranged from the deep red of Americana to the glistening yellow of King's Ransom. Other novel and exotic shades were those of Tanya, Orange Bronze and Sterling Silver, lavender.

Mr. Perkins then introduced Dennison Morey, director of the firm's research, who spoke on "The Sales Approach to Hybridizing and Selection of New Rose Varieties." Mr. Morey stressed the importance of gearing a hybridizing operation to achieve the goals set by public demand, rather than hybridizing on the basis of personal preference. He showed that this approach means that one must strive to create roses combining the specific qualities demanded by the public.

Neil Moore, general sales and office manager, spoke on the advertising, publicity and merchandising activities of the firm. Mr. Moore pointed out the importance of knowing exactly the individual and relative effectiveness of advertising media. He also showed examples of articles in such national magazines as Life, Reader's Digest, Business Week, Fortune and many others that help inform the public on the latest developments in the rose industry.

The many hundred blooms supplied as decoration by the rose firm

were given to the chapter members at the close of the meeting.

Lloyd T. Reeves, Sec'y.

OREGON CHAPTER NEWS

The Emerald Empire chapter of the Oregon Association of Nurserymen met April 27 at the Lynwood cafe, Eugene. President Dick Miller, Edgewood Gardens, Eugene, presided. Ernie McCullough, Lane county fair director, discussed the county fair displays. The chapter is considering the possibility of increasing its representation in the displays. A project taken on by the chapter is to plant the alley between Willamette and Park streets, Eugene. John Jackson, John's Nursery; Bruce Brechtbill, Brechtbill's Nursery, and Ed Cross, Reed & Cross, all of Eugene, are to meet with the Eugene chamber of commerce to discuss the matter.

The Clackamas chapter of the O. A. N. is sponsoring a field trip June 13 to the north Willamette valley experiment station at Aurora, Ore. The tour will start at 4 p. m. and will be concluded with a pot luck dinner. All nurserymen and their families are invited to attend. June 27, the chapter members will meet at Seid's restaurant, Oregon City (7 p. m.), at which time the A. A. N. film on home landscaping will be shown as well as a film on the floral exhibit at the state fair at Salem. August 8 has been set as the date for the chapter's annual picnic, which will be held at Wagon Wheel park, near Mollala, Ore.

C. H. P.

OREGON NOTES

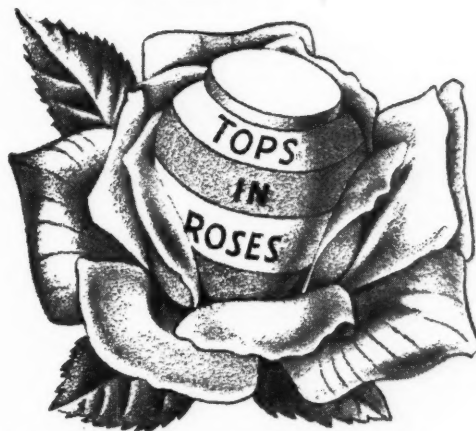
Bradford Gardens, Portland, held an open house May 21 to celebrate the firm's 30th anniversary at its present address, 9439 Stark street, southeast. F. E. Bradford's father, David Bradford, a pioneer nurseryman in Oregon, established his first nursery in Wallowa county, after the Civil War. His son has discontinued the wholesale part of the business, concentrating on retailing.

Kasch's Nursery, Portland, recently lost 148 shrubs valued at over \$300 to thieves.

Three rosebushes, High Time, Audie Murphy and Dean Collins, were donated by Roseway Nurseries, Beaverton, recently to be sent to Haugesund, Norway, for a city planting there.

Green Thumb Nursery, Eugene, suffered considerable damage recently from a fire caused by an overheated heating system. The fire was

IF JUNE IS "BUSTIN' OUT ALL OVER" So Are



Budded Fields Are a Rhapsody of Rainbows,
Cutting Fields Are a Symphony of Budders and
Tyers,
Tree Roses Are Marching Smartly at Attention,
Typewriters Are a Melody of Order Confirmations.

Vacationing in Southern California?

"Waltz" By and See Us.

Planning Ahead for Next Season?

Sing Out Your Needs.

OUR PRODUCT—"TOPS IN ROSES"

Bare-root only—Two-year, Field-grown
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PORTLAND WHOLESALE NURSERY CO.

5050 S. E. STARK ST.

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MUCH ACTIVITY NOW, devoting the extra care necessary to produce truly quality stock for next season. Write today to reserve your stock.

Quality Stock

CONIFERS AND BROAD-LEAVED
EVERGREENS
SHADE AND FLOWERING TREES
FRUIT TREE SEEDLINGS
FRUIT TREES
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VINES AND BULBS
PORTLAND ROSES
NURSERY SUPPLIES

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That Sitka Spruce (*Picea sitchensis*) is the only evergreen conifer that grows at lower, instead of higher, elevations in the southern part of its range.

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Evergreens - PROPAGATORS AND GROWERS
WHOLESALE

Corbett, Ore.

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FRUIT TREE SEEDLINGS
FLOWERING ORNAMENTAL TREES
SHADE TREES

Licensed Growers of

Crimson King Maple (Pat. No. 735)
Moraine Locust (Pat. No. 836)
Shademaster Locust (Pat. No. 1515)
Skyline Locust (Pat. No. 1619)
Sunburst Locust (Pat. No. 1313)

Constant Vigilance Results
in Quality Stock

Combination carloads to eastern
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Many nurserymen tell us we
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GLOBE AND PYRAMID BUXUS SEMPERVIRENS

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Also Dwarf Suffruticosa and general nursery stock, including large shade and flowering trees.

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Salem, Ore.

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Skimmia japonica
General Nursery Stock
May we quote you?

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ROSES

Top-quality, field-grown patented and standard roses.

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GENERAL NURSERY STOCK

OPERATING A GARDEN CENTER

By John J. Pinney. 128 p. (1957) \$3.00.

AMERICAN NURSERYMAN Chicago 4, Ill.

concentrated in the firm's greenhouse.

Jack's Tree Service is the name of a new business opened recently by Jack E. Leck, at 18805 Yamhill, southeast, Portland.

Olympic Lady, a white rhododendron, has been named by the Portland Rhododendron Society as the outstanding hybrid for 1961.

Marlene Holden and Philip Schiele have opened the Home Service Garden Supply, at 19140 Stark street, southeast, Portland.

A new landscape firm, Head & Romero Landscapers, 2303 12th avenue, northeast, Portland, is operated by John Head and Tom Romero.

According to Alan Berg, associate director of forest lands, Oregon forest research center, Corvallis, studies have been under way since 1956 concerning the seed harvest of Douglas firs, in accordance with the denseness of the stand of trees. Future studies will include investigation of the relationship of production of Douglas fir seed, production of maple seed and population of squirrels within the test plots. The population of squirrels has resulted in losses of both maple seeds and Douglas fir seeds.

The Western Farmers Association is planning to build a \$200,000 chemical fertilizer establishment at Salem, the first unit of which is scheduled to open October 1.

The Men's Garden Club at Corvallis recently dedicated a plaque to the late Dr. Ezra J. Kraus, horticulturist and hybridizer. Dr. Kraus' fame was principally connected with his work as one of the discoverers of 2,4-D and for his accomplishments in hybridizing new varieties of chrysanthemums, which are now widely used by florists and amateur growers.

C. H. P.

TWO NEW CHERRIES

Two new sweet cherry varieties, Chinook and Rainier, were released for propagation last fall by the Washington agricultural experiment stations and the United States Department of Agriculture. Both were originated from crosses made by Dr. Harold W. Fogle, at the irrigation experiment station, Prosser, Wash.

Chinook is introduced because it expands the season by its earlier ripening. It has large fruit, firmness and attractiveness equal or superior to Bing. It was selected in 1954 from progeny of Bing x Gil Peck. Fruit ripens four to 10 days earlier than Bing, which it resembles. Trees are

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Since 1878

MILTON-FREEWATER, ORE.

Flowering, Ornamental, Shade
Trees and Shrubs, Fruit Trees,
Fruit Tree Seedlings and Angers
Quince Rooted Cuttings.

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Crimson King Maple (Pat. No. 735)

Imperial Locust (Pat. No. 1605)

Moraine Ash (Pat. No. 1768)

Moraine Locust (Pat. No. 836)

Shademaster Locust (Pat. No. 1515)

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Combination carlots for eastern
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ROSES**OLD and NEW**

Fine-quality, two-year plants
budded on Multiflora in over
250 varieties.

Write for our list explaining
our new freight-saving plan.

**MT. HOOD NURSERY**

Rt. 2, Box 96
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LOOKING FOR**CONSISTENT QUALITY?**

We grow and ship a complete line of nurs-
ery stock, including

Hardy Rhododendrons
Skimmia Holly

Write for our list. Ask us about any special needs.

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3550 N.W. SALTZMAN ROAD - PORTLAND 10, OREGON - MI 4-8024

QUALITY LINERS

Write for our catalog listing
over 500 varieties.

MITSCH NURSERY

Aurora, Ore.

RHODODENDRON AND EVERGREEN LINERS**In Season**

J. B. WHALLEY NURSERY
Rt. 2, Box 683 TROUTDALE, ORE.

vigorous, upright spreading and pro-
ductive. It is more winter hardy
than Bing, but less so than Van. It
has been hand pollinized with pollen
from Bing, Van and Sam.

Rainier was selected in 1954 from
progeny of Bing x Van seedlings.
It combines the superior bud and
wood hardness of Van with the
large fruit, size and firmness in a
Napoleon-type cherry. The fruit ap-
pears to ripen three to seven days
before Bing and Napoleon. The
Rainier trees are vigorous, spreading
to upright spreading, productive,
early bearing and apparently ex-
tremely hardy. It is satisfactorily pol-
linated by Bing, Van and Sam. In-
dexing tests indicate that both va-
rieties are free from harmful viruses.
Request for budwood should be sent
to Dr. Fogle.

TREE PROGRAM PROGRESS

The San Francisco, Calif., cham-
ber of commerce reports that more
than 4,000 street trees have been
planted since the neighborhood
street tree planting program began
about a year ago. An additional
100 neighborhood groups and 28
district merchant associations are
being called to meetings where they
will be urged to participate in an
intensified program of planting trees
along the city's streets.

Mrs. Hans Klussman, chairman
of the committee for San Francisco
beautification, a chamber of com-
merce affiliate, said recently, "It
was only a few years ago that San
Francisco was considered a treeless
city. Now trees can be seen every-
where." In San Francisco most of
the street tree planting is in the
soil in parks and parkings. In
Los Angeles and many other smaller
cities the use of containers is being
promoted with varying interest and
success.

A recent commentary on tree
planting in many parts of the state
was made by a historian who noted
that several years ago trees were
deliberately removed from the
streets in the towns and the cities as
being nuisances and that in the
early days trees in San Francisco
were cut down to provide wooden
sidewalks and fuel. W. B. B.

MOVED to new headquarters, at
1650 West Artesia boulevard, Tor-
rance, Calif., recently was the Kato
Nursery, headed by Roy S. Kato.

OPENING the Golden Lantern
Nursery at San Rafael, Calif., are
Floyd and Ida Hovland. The new
firm includes a landscaping service.

QUALITY NURSERY STOCK**ACER PLATANOIDES**

Fanness's Red-Leaved		Per 100
Maple	Per 10	
6 to 8 ft., br.....	\$35.00	\$325.00
5 to 6 ft., br.....	25.00	225.00
8 to 9 ft., whips...	30.00	225.00
7 to 8 ft., whips...	25.00	210.00
6 to 7 ft., whips...	21.00	180.00
5 to 6 ft., whips...	16.00	140.00
4 to 5 ft., whips...	13.00	110.00
3 to 4 ft., whips...	10.00	85.00

Norway Maple

12 to 14 ft., br....	35.00	325.00
10 to 12 ft., br....	30.00	275.00
8 to 10 ft., br....	25.00	225.00
6 to 8 ft., br....	20.50	180.00
5 to 6 ft., br....	15.00	135.00
8 to 9 ft., whips...	10.50	100.00
7 to 8 ft., whips...	10.00	95.00
6 to 7 ft., whips...	9.50	90.00
5 to 6 ft., whips...	8.00	75.00
4 to 5 ft., whips...	6.00	55.00

Columnar Norway Maple

3-yr., 11 to 12 ft...	33.50	310.00
3-yr., 10 to 11 ft...	30.00	275.00
2-yr., 9 to 10 ft...	27.50	250.00
2-yr., 8 to 9 ft...	25.00	225.00
2-yr., 7 to 8 ft...	22.00	195.00
2-yr., 6 to 7 ft...	18.50	170.00
1-yr., 5 to 6 ft...	15.50	140.00
1-yr., 4 to 5 ft...	12.00	110.00
1-yr., 3 to 4 ft...	10.00	90.00

**Drummond's Norway
Variegated Maple**

6 to 8 ft., br.....	28.50	260.00
5 to 6 ft., br.....	23.50	210.00
8 to 9 ft., whips...	21.00	185.00
7 to 8 ft., whips...	20.00	175.00
6 to 7 ft., whips...	18.00	165.00
5 to 6 ft., whips...	14.50	130.00
4 to 5 ft., whips...	10.00	90.00

ACER PSEUDOPLATANUS**Improved Spaethi**

12 to 14 ft., br....	37.50	350.00
10 to 12 ft., br....	32.50	300.00
8 to 10 ft., br....	27.50	250.00
6 to 8 ft., br....	22.50	200.00
5 to 6 ft., br....	16.50	150.00
6 to 7 ft., whips...	12.50	115.00
5 to 6 ft., whips...	10.00	90.00
4 to 5 ft., whips...	8.00	70.00

**ACER RUBRUM
(Red Maple)**

10 to 12 ft., br....	32.50	300.00
8 to 10 ft., br....	27.50	250.00
6 to 8 ft., br....	22.50	200.00
5 to 6 ft., br....	16.50	150.00
4 to 5 ft., br....	12.50	115.00

ACER SACCHARUM**MONUMENTALE**

(Columnar Sugar Maple)

8 to 10 ft.....	27.50	250.00
7 to 8 ft., whips...	25.00	225.00
6 to 7 ft., whips...	22.50	200.00
5 to 6 ft., whips...	20.00	175.00
4 to 5 ft., whips...	17.50	150.00
3 to 4 ft., whips...	15.00	125.00

BETULA ALBA

(European White Birch)

12 to 14 ft., br....	35.00	325.00
10 to 12 ft., br....	27.50	250.00
8 to 10 ft., br....	22.50	200.00
6 to 8 ft., br....	16.50	150.00
5 to 6 ft., br....	12.00	110.00
4 to 5 ft., br....	9.00	85.00
3 to 4 ft., br....	6.50	60.00

FRAXINUS QUADRANGULATA

(Blue Ash)

10 to 12 ft., br....	37.50	350.00
8 to 10 ft., br....	32.50	300.00
6 to 8 ft., br....	27.50	250.00
5 to 6 ft., br....	22.50	200.00
6 to 7 ft., whips...	18.00	165.00
5 to 6 ft., whips...	15.00	135.00
4 to 5 ft., whips...	12.00	105.00

Quantity Prices and Catalog
Upon Request

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Instructions for the July 15 issue must be received by Friday, June 23.

Forms for August 1 issue will close Friday, July 14.

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Hinodegiri Sherwood Orchid
Hino-Crimson Sherwood Red
Coral Bells Flame
Campfire Amoenia
Snow Montrose
Glacier Mrs. Pickering
Stewartstonian Red Progress
Corsage Sun Star
Salmon Beauty Boudoir
Ledifolia alba Bond Street
Mayfair

\$14.00 per 100, \$125.00 per 1000.
No shipping charge. Also field-grown, bud-
ded Azaleas.

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U. S. pat. No. 1699.
ROOTED CUTTINGS (minimum 100).
Each 25c 20c 18c

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Each, in lots of 100 250 500 1000
4 to 6 ins. \$0.70 \$0.65 \$0.63 \$0.60
6 to 8 ins. 1.20 1.10 1.00 .90
8 to 10 ins. 1.45 1.35 1.25 1.15
Prices are F.O.B. Secane and include patent
label for each plant purchased.

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Hybrids and species in \$1.00 packets, in
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For forcing and landscape planting.
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THE LEVICK NURSERY CO.
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It will pay you to request our wholesale
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TUBEROUS BEGONIAS
Belgium-grown, clean healthy tubers.
Double flowering Camellia type. Choice 8
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Pendula (hanging basket type), 6 colors,
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1 1/2 to 2-in., 60, 10 each color. \$10.00
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Lots of 240 or more, discount 10 per cent.

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Do you prefer quality? We are again sell-
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bulbs. Also, many kinds in packed boxes and
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FOR SPRING AND FALL
Write for wholesale price list.
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Old English Boxwood (suffruticosa), 3 to 4
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Rooted cuttings. Send for spring list.
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CLEMATIS VINES
Large flowering, from 4-in. pots.
Blooming size, 1-yr. frame,
85c each.

Gipsy Queen, purple
Lanuginosa candida, white
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Lawsoniana, sky-blue
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Plants shipped bare-root.
Cash with order.

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LARGE-FLOWERING CLEMATIS
Heavy rooted cuttings. Each
Barbara Dibley, pansy-violet \$0.65
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Ramona, blue50
The President, violet-blue50
Cash with order.

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QUALITY LARGE-FLOWERING HYBRIDS
20 OUTSTANDING VARIETIES
AVAILABLE

FOR SPRING AND FALL SHIPMENTS
FROM 4-IN., 3-IN., 2 1/2-IN. POTS
GREENHOUSE-GROWN
STERILIZED PRODUCTION
WRITE FOR COMPLETE LIST
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ALL VARIETIES, INCLUDING PACIFIC
HYBRIDS, IN ALL COLORS AND MIXED.
PLANTS GROWN IN OPEN FIELDS,
PROPERLY SPACED FOR ROOT AND
PLANT DEVELOPMENT, UNDER IRRIGA-
TION. ALL SAND-GROWN. ORDER NOW
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WHOLESALE PERENNIAL CATALOG
COVERING MANY VARIETIES.

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GIANT PACIFIC DELPHINIUMS
Astolat, Galahad, Blue Bird, Summer
Skies, Black Knight, King Arthur. Shipped
in 2 1/4-in. peat pots, ready to plant or retail.
50 plants, \$5.50; 100, \$10.00; 500, \$47.50;
1000, \$90.00.
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EVERGREENS, ROOTED CUTTINGS
Taxus andersoni, 8 to 10 ins. Each, 100 1000
Taxus browni, 8 to 10 ins. \$0.09 \$0.08
Taxus densiformis, 8 to 10 ins.09 .08
Taxus Donnell, 8 to 10 ins.09 .08
Taxus hicksi, 8 to 10 ins.09 .08
Taxus intermedia (Seb.), 8 to 10.09 .08
Taxus wardi, 8 to 10 ins.09 .08

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2077 W. Jackson St. Painesville, O.

TAXUS LINERS

4-yr. transplants, from cuttings, already
root pruned and cut back to the following
sizes for spring planting.

Each, 100 1000
Taxus cuspidata, 12 to 18 ins. \$0.55 \$0.45
Taxus cusp. capitata, 12 to 18 ins.60 .50
BULK'S NURSERIES, INC.
610 W. Montauk Highway Babylon, N. Y.

EVERGREEN LINERS

Per 100 Per 1000

GLOBE ARBORVITAE,
woodwardi, dark green, 1-yr.
transplants, 4 to 6 ins. \$30.00 \$250.00
Huxley's green, 1-yr. trans-
plants, 4 to 6 ins. 25.00 200.00
2-yr. trans., 6 to 8 ins. 40.00 300.00

PYRAMIDAL ARBORVITAE
compacta, green, 1-yr.
transplants, 5 to 7 ins. 35.00 300.00

JUNIPER, Blue Pfitzer,
(chinesalis hetzi), 1-yr.
transplants, 5 to 7 ins. 25.00 200.00

JUNIPER, Irish, 1-yr. trans-
plants, 4 to 6 ins. 30.00 250.00

JUNIPER, Andorra, 1-yr.
transplants, 4 to 6 ins. 30.00 250.00

JAP. YEW, grown from seed,
Taxus cuspidata capitata,
upright, pyramidal, 4-yr.
transp. (2-2), 6 to 12 ins. 30.00 200.00

JAP. YEW, transplanted rooted
cuttings.
Taxus cuspidata, spreading,
1-yr. transp., 5 to 6 ins. 25.00 175.00
2-yr. transp., 6 to 8 ins. 35.00 250.00

Taxus hicksi, upright,
1-yr. transp., 5 to 7 ins. 25.00 175.00
2-yr. transp., 8 to 10 ins. 40.00 300.00

Taxus browni, upright,
1-yr. transp., 4 to 6 ins. 25.00 175.00
2-yr. transp., 6 to 8 ins. 40.00 300.00

Taxus hunnewelliana, semi-
upright,
1-yr. transp., 4 to 6 ins. 25.00

Taxus intermedia, spreading,
1-yr. transp., 4 to 6 ins. 25.00 175.00
2-yr. transp., 6 to 8 ins. 35.00 250.00

JAPANESE HOLLY (Ilex),
rotundifolia, transplants,
6 to 10 ins. 35.00 300.00
convexa, transplants,
6 to 10 ins. 35.00 300.00

crenata hetzi, transplants,
6 to 10 ins. 35.00 300.00
AMERICAN HOLLY, FEMALE,
10 per cent male, 1-yr.
transplants, 8 to 12 ins. 50.00 400.00

DELIA BRADLEY,
1-yr. transp., 8 to 12 ins. 50.00 400.00

MUSSER FORESTS, INC.
Box 16QC Indiana, Pa.

ORNAMENTAL LINERS

Per 100 Per 1000

Taxus, Adams \$18.00 \$170.00

1-yr., 2 1/4-in. pots 24.00 230.00

2-yr., 2 1/4-in. pots 24.00 230.00

3-yr., TT 35.00 325.00

Taxus andersoni 18.00 170.00

1-yr., 2 1/4-in. pots 18.00 170.00

2-yr., 2 1/4-in. pots 24.00 230.00

3-yr., TT 35.00 325.00

4-yr., TT 42.50 400.00

Taxus browni 18.00 170.00

1-yr., 2 1/4-in. pots 18.00 170.00

2-yr., 2 1/4-in. pots 24.00 230.00

3-yr., TT 35.00 325.00

4-yr., TT 42.50 400.00

5-yr., TTT 62.50 600.00

Taxus cuspidata 17.00 160.00

1-yr., 2 1/4-in. pots 22.00 210.00

2-yr., 2 1/4-in. pots 22.00 210.00

3-yr., TT 35.00 325.00

4-yr., TT 42.00 400.00

5-yr., TT 62.50 600.00

Taxus hicksi 18.00 170.00

1-yr., 2 1/4-in. pots 18.00 170.00

2-yr., 2 1/4-in. pots 24.00 230.00

3-yr., TT 35.00 325.00

4-yr., TT 42.50 400.00

Taxus stokesii, pat. No. 887
1-yr., 2 1/4-in. pots 25.00 225.00
2-yr., 2 1/4-in. pots 27.50 250.00
3-yr., TT 37.50 350.00

We also have transplants in many of these
items. Please write for complete list.
TERMS: No charge for packing. 25 per
cent with order, balance C.O.D. 250 of a vari-
ety at 1000 rate. Special quotations on
large orders.

HEASLEY BROS. NURSERY
R. D. 1, Box 218 Greensburg, Pa.
Phone LA 7-5532

ROOTED CUTTINGS AND LINERS

Rooted cuttings	Each, 100	1000
Arborvitae, American, 6 to 8 ins.	\$.09	\$9.08
Arbor, woodwardi, 6 to 8 ins.	.09	.08
Juniper, Hetz, 6 to 8 ins.	.09	.08
Juniper, Irish, 6 to 8 ins.	.09	.08
Taxus browni, 5 to 6 ins.	.09	.08
Taxus cuspidata, 6 to 8 ins.	.08	.07
Taxus cuspidata, 6 to 8 ins.	.10	.09
Taxus hatfieldi, 8 to 9 ins.	.09	.08
Taxus hicksi, 8 to 9 ins.	.09	.08
Taxus intermedia, 6 to 8 ins.	.10	.09
Taxus wardi, 6 to 8 ins.	.10	.09

1-YR. TRANSPLANTS

Taxus, Anderson, each	.15	.12
Taxus browni	.15	.12
Taxus hatfieldi	.16	.14
Taxus hicksi	.15	.12

2-YR. TRANSPLANTS

Taxus cuspidata	.20	.17
Taxus wardi	.23	.20

3-YR. TRANSPLANTS

Taxus browni	.33	.30
Taxus cuspidata	.25	.22
Taxus wardi	.35	.33

4-YR. TRANSPLANTS

Taxus cuspidata	.35	.33
Cash with order, 5 per cent discount, 1/3 deposit with all orders, balance at shipping time. 300 of a variety at 1000 rate.		

NEIDEL'S NURSERY

216 Park Ave. Oil City, Pa.

3-YR. BEDDED, POTTED

Each, 100	1000
Andorra Juniper, 8 to 10 ins., T.	\$0.50 \$0.40
10 to 15 ins., T.	.60 .50
Pfitzer Juniper, 8 to 10 ins., T.	.50 .40
10 to 15 ins., T.	.60 .50
Pfitzer comp. Juniper	
8 to 10 ins., T.	.50 .40
10 to 15 ins., T.	.60 .50
Taxus hicksi, 6 to 10 ins., T.	.45 .40
Thuja globosa, 12 to 15 ins., T.	.50 .45
Thuja pyramidalis	
18 to 24 ins., T.	.60 .50
Thuja waresana (Siberian)	
12 to 15 ins., T.	.50 .45

2-YR. POTTED, 2 1/2-IN. POTS

Juniper, Pfitzer	.27 1/2	.25
Juniper, Pfitzer compacta	.27 1/2	.25
Taxus, Adams columnaris	.30	.27 1/2
Taxus browni	.30	.27 1/2
Taxus hatfieldi	.30	.27 1/2
Taxus intermedia	.30	.27 1/2
Thuja woodwardi	.25	.22 1/2

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South Vienna, O.

MIAMI NURSERY PRICE LIST

2-YR. POTTED STOCK

The finest: Taxus, Arborvitae, Junipers and broad-leaved liners and rooted cuttings. 2-yr. pot-grown stock, 7 to 9 ins. sheared, 20¢ to 25¢ each, per 1000 rate. 1-yr.-old, heavy rooted cuttings, 8¢ to 10¢ per 1000 rate.

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MIAMI NURSERY CO., TIPP CITY, O.

TSUGA CANADENSIS (Canada Hemlock)

Collected seedlings

Per 100	Per 1000
6 to 9 ins.	\$5.00 \$30.00
9 to 12 ins.	8.00 70.00

Nursery-grown transplants

Each, 100	1000
6 to 12 ins., 2-3	\$0.25 \$0.24
12 to 18 ins., 2-3	.50 .40
18 to 24 ins., 2-3	.70 .60

Send for complete trade list of hardy native Ferns, wildflowers, Evergreens, trees and shrubs.

ISAAC LANGLEY WILLIAMS

Box AN Exeter, N. H.

LINING-OUT EVERGREENS

SEE OUR DISPLAY AD
IN THIS ISSUE
ON PAGE 36.

CARTWRIGHT NURSERY CO.

Collierville, Tenn.

ROOTED CUTTINGS AND LINERS

Per 100	Rooted cuttings 2 1/2-in. pots
Taxus Vermeulen, 6 to 8 ins.	\$0.99
Taxus intermedia, 6 to 8 ins.	.10
Taxus browni, 6 to 8 ins.	.09
Taxus mooni, 6 to 8 ins.	.09
Taxus andersoni, 6 to 8 ins.	.09
Taxus fastigiata, 6 to 8 ins.	.09
Taxus cuspidata, 6 to 8 ins.	.08

HILLCREST GREENHOUSE NURSERY
Miller Park Franklin, Pa.

BUXUS SEMPERVIRENS, FIELD-GROWN
5 yrs. old, 8 to 12 ins., 50¢ each, \$45.00 per 100, \$400.00 per 1000.

BUXUS SUFFRUTICOSA LINERS
3 yrs. old \$25.00 per 100

NANDINA SEEDLINGS

6 to 8 ins.	7.00 per 100
12 to 18 ins.	12.00 per 100
2 to 3 ft.	25.00 per 100

PINKSTON NURSERIES, FARROTT, GA.

ROOTED CUTTINGS

Taxus cuspidata	Per 1000	\$50.00
Minimum order, 500.		
Shipped immediately unless otherwise stated.		
Cash or check with order, please.		
Postage paid.		

DERR'S NURSERY

R. D. 1 Northumberland, Pa.

HEMLOCKS, LINING-OUT STOCK

Strong liners that will please you.		
Each, 100	1000	
Hemlock, TT, 8 to 10 ins.	25c	2 1/2c
Hemlock, TT, 10 to 12 ins.	35c	3 1/2c
Hemlock, TT, 12 to 15 ins.	45c	4 1/2c

TWIN CEDAR NURSERY

Williamsburg, Mass.

EVERGREENS, B&B

WHITE, RED AND SCOTCH PINE

Each, per 100	
WHITE PINE, 2 to 3 ft., B&B.	\$2.50
White Pine, 3 to 4 ft., B&B.	3.50
White Pine, 4 to 5 ft., B&B.	4.50
White Pine, 5 to 6 ft., B&B.	5.50
White Pine, 6 to 7 ft., B&B.	6.50
RED PINE, 2 to 3 ft., B&B.	2.50
Red Pine, 3 to 4 ft., B&B.	3.50
Red Pine, 4 to 5 ft., B&B.	4.50
Red Pine, 5 to 6 ft., B&B.	5.50
Red Pine, 6 to 7 ft., B&B.	6.50
SCOTCH PINE, 2 to 3 ft., B&B.	2.50
Scotch Pine, 3 to 4 ft., B&B.	3.50
Scotch Pine, 4 to 5 ft., B&B.	4.50
Scotch Pine, 5 to 6 ft., B&B.	5.50
Scotch Pine, 6 to 7 ft., B&B.	6.50

Very full, well-trimmed, well-dug by experienced diggers. Dig your own, only \$2.50 each. Over 250 acres with 300,000 Pine, Spruce, Fir and other Evergreens.

WADE CHRISTMAS TREE FARM

Route 1 Bellville, O.
Day Phones: Butler, TU 3-3874; TU 3-3191.
Mansfield, LA 2-4472. Night Phone, 7:00 to 8:30, Butler, TU 3-3874.

JUNIPERS, B&B

3000 Andorra, 15 to 18, 18 to 24, 24 to 30 ins.	
2000 Hetz, 18 to 24, 24 to 30, 30 to 36 ins.	
1000 Pfitzer, 15 to 18, 18 to 24 ins.	

Some 3 to 4 ft.

3000 Woodward globe, 15 to 18, 18 to 24 ins.	
3000 nigra, 18 to 24, 24 to 30, 30 to 36 ins.	
1000 Pyramidal, 2 to 3 ft.	

All above in pots also.
Other kinds in smaller lots. See our ad under Shrubs and Trees.

NAGLE'S NURSERY

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Phone Garfield 3-3739

COLORADO BLUE SPRUCE

Excellent color, full body, well-shaped.
All in 10 or 12-in. Kelding pots.

18 to 24 ins.	\$2.75
24 to 30 ins.	3.50
30 to 36 ins.	4.25

WELLER NURSERIES CO.

P. O. Box 1111 Holland, Mich.

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Taxus, Ilex, broad-leaved Evergreens, etc., in variety. Write for our latest list of liners and finished stock.

Del-Mar-Va Nurseries, Box 3, Lincoln, Del.

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GERANIUMS

Taking orders for 2 1/2-in. Geraniums, July, August, September and October delivery, \$100.00 per 1000.

FAIR VIEW GARDENS, INC.

Fair View Rd. off Sullivan Rd., Aurora, Ill.
Phone Twin Oaks 2-0471.

QUALITY GERANIUM CUTTINGS

Unrooted, \$4.50 per 100, \$40.00 per 1000; rooted, \$8.50 per 100, \$80.00 per 1000. Special varieties slightly higher. Catalog of over 150 leading varieties free.

C. SECRIST, MUSCATINE, IA.

GROUND COVERS

GROUND COVERS

Hardy Myrtle (Vinca minor, Periwinkle), large individually made-up clumps of 20 to 25 leads; finest quality, \$50.00 per 1000. Lonicera Hall's halliana (Creeping Honeysuckle), 3-yr. branched, machine dug for better plants and standardized for landscaping the larger areas, \$47.50 per 1000; 5000 or more plants, \$45.00 per 1000. Pachysandra terminalis, excellent 1 to 2-yr. rooted cuttings, \$50.00 per 1000. English Ivy (Hedera helix), 1 to 2-yr. rooted cuttings, propagated outside under mist, \$50.00 per 1000. Euonymus coloratus, rooted cuttings, \$65.00 per 1000. Euonymus vegetus, \$65.00 per 1000. Euonymus patens, \$45.00 per 1000. Euonymus radicans, \$50.00 per 1000. Mixed Ferns, \$75.00 per 1000. Can furnish all of the above in 2 1/2 to 3 1/2-in. pots (ask about prices).

IVYDALE NURSERY

Box 41, Upper River Rd. Gallipolis, O.

GROUND COVERS

Vinca minor, blue shades; 1500 leads..\$ 7.00
Lilies of the Valley, mixed; 100 pips.. 14.00
English Ivy, Baltic or Thordale,
100 divisions 10.50
Wholesale. Prepaid.

GOLDEN ACRES-NURSERY

Shippshewana, Ind.

Hardy Myrtle (Vinca minor), plants with 20 leads or more and good roots, \$5.00 per 100, \$45.00 per 1000. Pachysandra, sand-rooted cuttings, \$40.00 per 1000. English Ivy, sand-rooted cuttings, \$40.00 per 1000. Cash. Also potted stock of all items listed.

Samuel I. Minder, 1248 Wabank Rd., Lancaster, Pa. Phone EX 3-6347.

GROUND COVER, VINCA MINOR

Clumps, 10 to 15 leads.....\$35.00

15 to 20 leads 50.00

Hall's Honeysuckle, 1-yr. tr..... 45.00

O. H. PERRY NURSERY CO.

Box 545 McMinnville, Tenn.

Vinca minor Bowles variety, 2 1/2-in. pots, \$18.00 per 100, \$150.00 per 1000.

Gulf Stream Nursery, Inc., Wachapreague, Va.

HARDY PLANTS

PERENNIALS

Ready for landscaping size.

Heavy ONE-YEAR-OLD field-grown plants. Over 525 choice HARD TO GET perennials grown exclusively by

SPRINGBROOK GARDENS, INC.

Mentor, O.

Send for free catalog.

GYPSOPHILAS

PERFECTA, new, large-flowered, pure white; long-stemmed for cut.

PINK FAIRY, new, large-flowered, clear pink; short-stemmed, ideal for garden or florist corsage work.

PRICE SCHEDULE: 2 1/2-in. pots,

25, \$6.25; 100, \$22.00; 1000, \$200.00.

CUNNINGHAM GARDENS, INC.

Waldron, Ind.

HARDY PLANTS

First quality, 1-yr. plants, all sand-grown, properly spaced in rows for size. Delphinium and Phlox our specialty. Write for complete perennial list today. Order now for immediate shipments.

RICHARDS GARDENS

Box AN Plainwell, Mich.

IBERIS (HARDY CANDYTUFF)

Excellent plants. Transplants, \$9.00 per 100, \$85.00 per 1000; also 1-yr. stock, \$2.75 per 25, \$8.00 per 100, \$75.00 per 1000. Write for complete perennial listing. Immediate shipment all plants.

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Box AN Plainwell, Mich.

PITZONKA'S FIELD-GROWN PERENNIALS

Write for trade list.

PITZONKA'S PANSY FARM & NURSERY

Bristol, Pa.

America's best source for Hardy Plants is

THE WAYSIDE GARDENS

Mentor, Ohio

Write for Trade List.

A MILLION FIELD-GROWN PERENNIALS

More than 300 kinds. Delivery now.

Send for list.

SUPERIOR VIEW FARM

Bayfield, Wis.

BETTER PERENNIAL PLANTS

with that wonderful root system.

FINEST FIELD-GROWN

Over 500 varieties.

WELLER NURSERIES CO., Holland, Mich.

HARDY PLANTS

Please see our ad on page 63 in the April 15 issue or write for our current price list.

VAN ENGEL'S NURSERY

206 Richard Ave. Kalamazoo, Mich.

Liriope (Ophiopogon, or Mondo Grass), hardy evergreen for walks and borders; good, strong divisions, \$20.00 per 1000.

Mountville Nurseries, Mountville, Ga.

HARDY PERENNIALS AND LINERS

Mountain-grown. Ask for list.

AVALON MOUNTAIN GARDENS, Dana, N. C.

SPECIALISTS IN HARDY PERENNIALS

Ask for wholesale offer.

PEARCE SEED CO., Moorestown, N. J.

Quick — Convenient — Cheap!

Selling through the Classified Ads of the American Nurseryman.

HEMEROCALLIS

HEMEROCALLIS

Send for wholesale list.

MIDDLEPEN PLANTATION

Orangeburg, S. C.

HOLLY

HOLLY
Bloss. female, green.
English, silver variegated.
2 1/2-in. pots, 8 ins. tall, 30c; 10 ins. tall, 35c; 12 ins. tall, 40c; 4-in., well-branched, 75c. 4-in. pots, Osmanthus ilicifolius variegatus, well-branched, 75c.
Ready now. Cash with order, please.
KRUSCHKE GREENHOUSES
Route 2 Clackamas, Ore.

SPECIAL!

ILEX CRENATA VARIETIES
500 rotundifolia, 4650 hetzi,
700 convexa, in 2 1/2-in. peat pots.
10c each. F.O.B. Onley, Va.
Ready now. Jap. beetle zone only.
BROADLEAF GARDENS
US Route 13 Onley, Va.

ILEX OPACA
Named varieties of northern origin, in sizes from 2 ft. to 6 ft., priced according to height and fullness. A few larger sizes. Also crenata rotundifolia, Hetz and convexa.
SIMPSON ORCHARD CO., INC.
1504 Wheatland Rd. Vincennes, Ind.
Phone TU 2-2441

ILEX OPACA
HARDY PROVEN VARIETIES
WHOLESALE SUPPLIERS
OF LINING-OUT STOCK
Write for our price list.
F. R. GENARD
Box 64 New Lisbon, N. J.

NOW ON SALE. BIG SAVINGS.
AMERICAN, ENGLISH, JAPANESE
2 1/2 and 3-in. peat pots. List on request.
JOHN VERMEULEN & SON, INC.
P. O. Box 336A Neshanic Station, N. J.

Ilex bullata crenata convexa and Ilex crenata rotundifolia, sturdy plants, \$12.00 per 100. Tidwell Nurseries, Greenville, Ga.

HONEYSUCKLES

HONEYSUCKLES
Loncera japonica halliana, extra-heavy No. 1, 3 and 4-yr., 18 to 24-in. field plants, 3, 4 to 6 leads, \$40.00 per 1000; lighter grade, \$30.00 per 1000; sample, 100, \$4.00. Experienced labor for grading and packing quantity orders. Immediate shipment. No order too large. Phone OR 2-4612.
ROBINSON NURSERY CO., Greenville, Ga.

Hall's Honeysuckle (Loncera japonica halliana), good plants, well packed, 1000, \$25.00. Mountville Nurseries, Mountville, Ga.

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REALTIC IVY
Thorndale, sub-zero strain, landscaping size, 2-in. pots, \$14.00 per 100, \$125.00 per 1000; rooted cuttings, \$7.50 per 100. New Wilson strain, pots, 15c; rooted cuttings, 5 1/2c.
STRAFORD GARDENS
Russell Breece, R. 9 Delaware, O.

English Ivy, large or small leaf; good plants from open field beds, \$5.00 per 100, \$40.00 per 1000.
Mountville Nurseries, Mountville, Ga.

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LAWN GRASS SEED
"Pure Ky." Blue Grass seed, grown on our farm in Lexington. Good quality. Government tested, \$31.00 per 100 lbs., or 35c per lb. in smaller quantities. F.O.B. here. Cash with order. Phone 946-0044.
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LILACS
FRENCH HYBRIDS
A list of 25 fine varieties grown from cuttings which guarantee own-root stock. Sizes available: 2 to 3 ft., 3 to 4 ft. and 4 to 5 ft. Ideal for landscape and retail store trade. Write for list and prices.
THE SIEBENTHALER CO.
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LINING-OUT STOCK

HEAVY LINERS FOR SPRING
Azalea mollis Each
1-yr., TT \$0.25
2-yr., TT, br35
3-yr., TT, potting grade, budded75
Leucothoe catesbaei
7 to 12 ins.45
Pieris floribunda
9 to 15 ins., budded75
Pieris japonica
6 to 12 ins.45
12 to 15 ins.75
Rhododendron hybrid seedlings
9 to 15 ins.15
Ilex hetzi
9 to 15 ins.45
DUGAN NURSERIES, INC.
Center St. Perry, O.

CALIFORNIA'S FINEST 2 1/2-IN. LINING-OUT STOCK

	Per 100
Acapanthus africanus	\$16.00
Asparagus plumosus	18.00
Callistemon viminalis	15.00
Dracaena indivisa	16.00
Eucalyptus cinerea	16.00
Eucalyptus globulus compacta	15.00
Euonymus jap. aureo-variegatus	16.00
Euonymus Silver King	18.00
Fraxinus uhdei	15.00
Gardenia veitchii	16.00
Grevillea robusta	15.00
Hibiscus Agnes Gault	16.00
Hibiscus Brilliant	16.00
Hibiscus Kona	16.00
Jasminum magnificum	20.00
Lagerstroemia indica rosea	18.00
Libocedrus decurrens	16.00
Ligustrum texanum	15.00
Magnolia grandiflora	16.00
Myrsine africana	16.00
Myrtus communis compacta	16.00
Pasiflora	18.00
Philodendron selloum	18.00
Phormium tenax	15.00
Pinus canariensis	16.00
Pinus contorta	16.00
Pinus pinea	16.00
Pinus radiata	16.00
Pinus thunbergii	16.00
Pistacia chinensis	17.00
Pittosporum tobira variegatum	16.00
Pittosporum undulatum	15.00
Podocarpus macrophyllus	15.00
Punica granatum nana	15.00
Quercus flex	18.00
Schinus terebinthifolius	15.00

2 1/2-IN. ROSE POTS

Bauhinia purpurea	18.00
Caryota mitis (Fish-tail Palm)	25.00
Chamaecyparis excelsa	25.00
Chamaecyparis humilis	30.00
Dracaena draco	18.00
Ficus benjamina	20.00
Livistonia chinensis	25.00
Paurotis wrightii Palm	50.00
Phoenix canariensis	20.00
Scaevola elegans	25.00
Strelitzia nicotai	25.00
Strelitzia reginae	25.00
Thevetia nereifolia	18.00
Washingtonia robusta	18.00

FREE PACKING.

WRITE FOR OUR PRICE LIST.
OLLE OLSSON NURSERY, INC.
2154 Peck Rd. Monrovia, Calif.

LINING-OUT STOCK

	100	1000
Budded 1-yr. in the open	100	1000
Ilex convexa	\$20.00	\$180.00
Ilex rotundifolia	20.00	180.00
Ilex hetzi	20.00	180.00
Juniperus pfitzeriana	20.00	180.00
Juniperus hetzi	20.00	180.00
Taxus andersonii	20.00	175.00
Taxus brevifolia	20.00	175.00
Taxus capitata, cutting-grown	25.00	225.00
Taxus capitata, Adams, cutting-grown	25.00	225.00
Taxus canadensis stricta	15.00	150.00
Taxus cuspidata	17.50	150.00
Taxus hatfieldii	17.50	150.00
Taxus hunnewelliana	17.50	150.00
Taxus hicksii	17.50	150.00
Taxus intermedia	17.50	150.00
Taxus henryi	20.00	175.00
Taxus densata	20.00	180.00
Taxus vermeulenii	17.50	150.00
Taxus wardii	17.50	150.00
Taxus Moon's columnaris	20.00	175.00
Taxus brownii	17.50	150.00

2-yr. bedded in the open.
Ilex convexa, 6 to 9 ins. \$25.00 \$200.00
Ilex rotundifolia, 6 to 9 ins. 25.00 200.00
Ilex hetzi, 6 to 9 ins. 25.00 200.00
Taxus Adams col., 12 to 15 ins. 50.00 450.00
Taxus Moon's col., 8 to 12 ins. 30.00 250.00
Taxus cuspidata, 6 to 9 ins. 30.00 250.00
Taxus hatfield, 6 to 9 ins. 30.00 250.00
Taxus cuspidata comp., 6 to 9 ins. 30.00 250.00
Taxus hunnewelliana, 6 to 9 ins. 30.00 250.00
Taxus brownii, 6 to 9 ins. 30.00 250.00
Taxus intermedia, 6 to 9 ins. 30.00 250.00

TAXUS CAPITATA, SEEDLING-GROWN
100 1000 10000
1-yr. seedlings \$ 6.00 \$ 50.00 \$ 450.00
2-yr. seedlings 10.00 90.00 750.00
3-yr. seedlings 17.50 150.00 1250.00
4-yr. seedlings, transplanted, 6 to 10 ins. 30.00 250.00 2250.00

CORNUS FLORIDA (WHITE DOGWOOD)
Seedlings
1-yr., No. 1 grade \$ 6.00 \$ 50.00 \$ 450.00
1-yr., No. 2 grade 5.00 40.00 350.00
1-yr., No. 3 grade 4.00 30.00 250.00
2-yr., No. 1 grade 12.50 100.00 900.00
2-yr., No. 2 grade 10.00 90.00 750.00

Special prices on large quantities.
Full list on request.
VERKADE'S NURSERIES, WAYNE, N. J.

SPECIAL SALE!

50,000 heavily rooted Ilex rotundifolia, 3 to 4 ins., were 4c, now 3c, as long as they last.
E. F. DuBOISE NURSERY
Huntsville, Ala.

Turn your Surplus Stock into cash with a Classified Ad in the American Nurseryman.

POT-GROWN GRAFTS, SHIPPING NOW

	Per 100
Acer palmatum atropurpureum	\$ 75.00
Acer pal. atro. Bloodgood	75.00
Acer dissectum	75.00
Acer dissectum atropurpureum	75.00
Abies nobilis glauca	100.00
Abies nordmanniana	100.00
Blota aurea nana	50.00
Cedrus atlantica glauca	75.00
Cedrus atlantica aurea	100.00
Cedrus deodara pendula	100.00
Carpinus betulus fastigiata	60.00
Cornus florida rubra	50.00
Cornus florida rubra Prosser	65.00
Cornus florida pendula	60.00
Cornus florida welchii var.	65.00
Cornus florida flore-plena	60.00
Cornus kousa chinensis	60.00
Cornus kousa speciosa	60.00
Fagus sylvatica riversi	60.00
Fagus sylvatica purp. pendula	75.00
Fagus sylvatica pendula	60.00
Fagus sylvatica Tricolor	75.00
Fagus sylvatica heterophylla	60.00
Fagus sylvatica fastigiata	60.00
Hamamelis mollis	50.00
Hamamelis brevipedata	75.00
Picea pung. glauca moerheimii	100.00
Picea pung. glauca hoopsii	125.00
Picea pung. glauca pendula	100.00
Picea pung. pendula	100.00
Picea excelsa pendula	100.00
Picea excelsa nidiformis	100.00
Picea excelsa remonti	100.00
Picea excelsa gregoryana	100.00
Picea excelsa inversa pendula	100.00
Pinus cembra	60.00
Pinus watereri glauca	60.00
Pinus strobus nana	60.00
Pinus strobus fastigiata	60.00
Pinus strobus pendula	60.00
Pinus parviflora glauca	60.00
Pine, Tanyosho	60.00

Full list on request.
VERKADE'S NURSERIES, INC.
Wayne, N. J.

LINING-OUT STOCK

All plants bare-root except where noted. Average Evergreens, 6 to 8 ins. or better. Shrubs, etc., 8 to 10 ins. or better. Best roots in the business. We ship all 12 months.

EVERGREENS

Andorra Juniper	.....\$0.05
Armstrong Pfitzer Juniper	..... .10
Blue Heltz Juniper	..... .05
Burk Juniper (upright tree) no competition can touch you on Burk.	..... .12
Hillbush Juniper (virginialis)	..... .12
Pfitzer Juniper	..... .07
Savin Juniper	..... .06
Taxus cuspidata	..... .10
Von Ehlron Juniper	..... .06
Compact Pfitzer Juniper (dwarf Pfitzer bands)	..... .16

BROADLEAFS

Euonymus carrierei	..... .04
Euonymus coloratus	..... .04
Euonymus patens Flagpole (small leaf)	..... .04
patens large leaf	..... .04
patens Newport (medium leaf)	..... .04
patens Owen (small leaf)	..... .04
patens Rosehill (medium leaf)	..... .04
Honeysuckle, Purple Leaf (Texas).	..... .04
Vine, Fine for cans and planters.	..... .04
Pyracantha Kaskan, a heavy berried islandi. Hardier	..... .05
Pyracantha islandi	..... .05
Pyracantha pauciflora, cans and planters	..... .05
Less than 300 total order, 2c more per plant. Less than 50 of any item, 4c more per plant.	

McINCHIN GREENHOUSES

St. Joseph, Mo.

ROOTED CUTTINGS

Berkmans' Arborv.	Chamaecyparis allumli
Spiny Greek Juniper	Blue Lawson
Retinispora crispata	Retinispora ericoides
Baker's Arborvitae	Podocarpus
Globe Arborvitae	Green Pittosporum
Pfitzer Juniper	Ilex East Palatka
Ilex burfordii	Photinia serrulata
Ilex bullata	Photinia glabra
Hetz Juniper	

3 to 5 ins., rooted cuttings.	\$1.00 \$6.00 \$50.00
Pfitzer Juniper	Photinia glabra
Var. Pittosporum	

4 to 6 ins.	.....\$1.50 \$3.00 \$75.00
Dwarf Euonymus	Viburnum suspensum
Viburnum odorat.	Buxus japonica
Buxus harlandi	Ilex rotundifolia
Gardenia radicans	Gardenia fortunei

4 to 6 ins.	.....\$1.00 \$5.00 \$50.00
3 to 5 ins., rooted cuttings	.....75 .50 40.00
Viburnum odorat.	Buxus japonica
Photinia serrulata	Baker's Arborvitae
Buxus harlandi	Ilex burfordii
Globe Arborvitae	

6 to 8 ins.	.....\$2.00 \$12.50 \$100.00
Podocarpus	Photinia glabra
Ilex rotundifolia	Gardenia fortunei
Gardenia radicans	Ilex bullata

6 to 8 ins.	.....\$2.00 \$12.50 \$100.00
8 to 12 ins.	.....2.50 15.00 125.00

FLOWERWOOD NURSERY
P. O. Box 206 Cairo, Ga.

2 1/2-IN. POT-GROWN LINING-OUT STOCK

	Per 100	Per 1000
Juniperus, chin. pfitzeriana	\$12.00	\$100.00
chin. pfitzeriana glauca	16.00	150.00
chin. columnaris	16.00	150.00
chin. sargentii	16.00	150.00
com. suecica	16.00	150.00
glauca hetzi	16.00	150.00
virg. keteleeri	16.00	150.00
virg. burki	18.00	170.00
sabina	12.00	100.00
sabina Von Ehron	12.00	100.00
sabina tamariscifolia	16.00	150.00
Taxus capitata, cutting-grown	16.00	150.00
Vicary Privet	12.00	100.00
Photinia serrulata	12.00	100.00
Nandina domestica	12.00	100.00
Ginkgo biloba	12.00	100.00
Ilex cornuta	15.00	140.00
Ilex cornuta burfordii	15.00	140.00

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FLORIST AND NURSEYMAN
P. O. Box 973 Muskogee, Okla.

HEAVY 3-YR. TRANSPLANTS, SHEARED

Taxus browni, 10 to 12 ins.	
Taxus cuspidata, 10 to 12 ins.	
Taxus densiformis, 10 to 12 ins.	
Taxus Halloran, 10 to 12 ins.	
Taxus henryi, 10 to 12 ins.	
Taxus hicksii, 10 to 12 ins.	
Taxus Moon's columnaris, 10 to 12 ins.	
Taxus Sebian intermedia, 10 to 12 ins.	
Taxus hunnewelliana, 10 to 12 ins.	
Taxus thuyae, 10 to 12 ins.	
Taxus wardii, 10 to 12 ins.	
Taxus capitata, 3-yr. seedlings, 6 to 9 ins.	
Thuja occidentalis, 3-yr. transp., 8 to 10 ins., heavy	

Picea excelsa, selected understocks, trans.

Samples upon receipt of postage.

VERKADE'S NURSERIES

New London, Conn.

Lining-out stock	
Buxus suffruticosa, 4 ins., branched	6c
Buxus suffruticosa, 6 to 7 ins., branched	12c
Ilex rotundifolia, 4 to 5 ins.	3c
Ligustrum lucidum, 4 ins.	2c

E. F. DuBois Nursery, Huntsville, Ala.

LINERS OF THE BETTER KINDS

Novelties and rare items.

Write for price list.

GULF STREAM NURSERY, INC.

Wachapreague, Va.

MAGNOLIAS

MAGNOLIA GRANDIFLORA	
2 1/2-in. pots	
8 to 10 ins.	12c
10 to 16 ins.	16c
16 to 20 ins.	18c

Qt. cans

12 to 16 ins.	20c
20 to 30 ins.	25c
30 to 36 ins.	30c

B&B stock

2 to 3 ft.	\$1.50
3 to 4 ft.	2.00
4 to 5 ft.	3.00
5 to 6 ft.	4.00
6 to 7 ft.	5.25
7 to 8 ft.	6.75

The above liners were grown in the open and are hardy. The B&B stock will be wrapped in rot-proof burlap and string if so desired. Plants are priced.

BIG RIVER NURSERY, DUNDEE, MISS.

Phone 572-R4, Tunica, Miss.

Magnolia grandiflora, beautiful old-fashioned evergreen tree. Stocky plants, 6 to 8 ins., \$12.00 per 100, \$100.00 per 1000; 10 to 15 ins., \$17.50 per 100.

Tidwell Nurseries, Greenville, Ga.

MAPLES

MAPLES

COLLECTED ACER

RUBRUM AND SACCHARUM

from whips to 4-in. caliper.

CURTIS NURSERIES, INC.

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MYRTLE

HARDY MYRTLE (VINCA MINOR)

20 to 30 leads, \$8.00 per 100.

500 to 2500, \$60.00 per 1000.

2500 to 5000, \$50.00 per 1000.

Cash or established credit.

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800,000 PACHYSANDRAS

Hand-selected, field-grown cuttings.

\$35.00 per 1000.

Free packing, check with order.

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Phones, Wells 1-2372 or PERishing 1-6255

200,000 PACHYSANDRAS

Strong rooted cuttings from July, 1960.

Ready now for spring delivery.

\$35.00 per 1000.

\$35.00 per 1000, lots of 5000 or more.

Check with order. Prompt shipment.

Write for free sample.

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PACHYSANDRAS

1-yr.-old, frame-grown, well-rooted cuttings, \$6.50 per 100, \$43.00 per 1000; \$40.00 per 1000 for 5000 or more. Order now for immediate delivery.

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123 Franklin St. Tarrytown, N. Y.

PACHYSANDRAS

Strong rooted cuttings, \$4.25 per 100, \$40.00 per 1000. No C.O.D. orders.

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Pachysandras, strong plants, grown in soil frames with light shade. First-class stock, \$6.50 per 100, \$53.00 per 1000; \$50.00 per 1000 for 5000 or more, including good packing. Peekskill Nursery, Shrub Oak, N. Y.

PACHYSANDRA TERMINALIS

1-yr., field-grown, \$60.00 per 1000.

HILLCREST GREENHOUSES

Miller Park Franklin, Pa.

PEONIES

PEONIES

Adolphe Rousseau, Baroness Schroeder, Duchesse de Nemours, Festiva Maxima, Sarah Bernhardt, Lady Alex. Duff, Marie Lemoine, Mons. Jules Elie, Reine Hortense.

3-yr.-old, whole clumps, not divided, 6 eyes and up, \$75.00 per 100, \$700.00 per 1000; divisions, 3 to 5 eyes, \$40.00 per 100, \$350.00 per 1000.

VERKADE'S NURSERIES, WAYNE, N. J.

Herbaceous, fern-leaved, species and Tree Peonies. Free list of 570 kinds.

Atha Gardens, West Liberty 6, O.

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PHLOX, UPRIGHT AND SUBULATA

Excellent plants for spring 1961. 32 varieties of upright Phlox and 9 varieties of subulata Phlox. All seed-grown.

Write now for list.

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Box AN Plainwell, Mich.

Phlox subulata, beautiful evergreen border plant, very hardy, in bright red, rose-pink, pure white and blue; large, strong field-grown plants, \$8.00 per 100, \$60.00 per 1000. Fast service, fresh delivery.

Tidwell Nurseries, Greenville, Ga.

PERIS

ANDROMEDA

(Perlis japonica)

One of the most beautiful broad-leaved Evergreens.

Per 100 Per 1000

1 to 2 ins. \$ 6.00 \$ 50.00

2 to 3 ins., T. 8.00 75.00

4 to 6 ins., T. 15.00 140.00

6 to 8 ins., TT. 20.00 190.00

300 at 1000 rate. Shipped prepaid to your nursery.

PLANE VIEW NURSERY

1355 W. Main Rd., Rt. 114 Newport, R. I.

JAPONICA, SPECIES, NEW SELECTIONS

also Floribunda, seedlings, cuttings and transplants. List on request.

JOHN VERMEULEN & SON, INC.

P. O. Box 336A Neshanic Station, N. J.

PRIVET

Thousands of Amur River North Privet.

Per 100 Per 1000

18 to 24 ins. \$3.00 \$25.00

2 to 3 ft. 4.00 30.00

3 to 4 ft. 5.00 40.00

Immediate shipment. Satisfaction guaranteed. Robinson Nursery Co., Greenville, Ga.

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RHODODENDRONS

If you are looking for the biggest plant at the lowest price, a "real buy," etc., this is not the place. But if you value true quality, craftsmanship and thought in the production of fine plants selling at fair prices, we should get together. Send for our new list.

QUALITY QUICKLY PAYS FOR ITSELF

WELLS NURSERY

Box 141 Red Bank, N. J.

SEEDS, SEEDLINGS AND TRANSPLANTS

Hybrids and species in \$1.00 packets, in flats and in peat pots. Free packing. Ask for list.

JOHN VERMEULEN & SON, INC.

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HYBRID RHODODENDRONS

Excellent quality, for landscaping and garden centers.

PARMENTIER'S ROSES

Bayport, L. I., N. Y.

Phone Bayport 8-0811.

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Hardy, hybrid seedlings, liners.

Write for prices and sizes.

THE LEVICK NURSERY CO.

R. F. D. 3 Bridgeton, N. J.

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EVERBLOOMING MINIATURE ROSES

World's largest selection, over 60 varieties.

"Money-makers." See them or write for list.

We ship branched own-root, 2 1/2-in. pot size.

*Recommended for forcing Per 10 Per 100

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*CUPIDO, nearly black-crimson 4.50 40.00

*MIDGET (pat. 446), fine rose-red 4.50 40.00

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*OAKINGTON RUBY, favorite red 4.50 40.00

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*POMPON DE PARIS, pink 4.50 40.00

*ROULETTI, pink Swiss Alpine 4.50 40.00

*SIMPLE SIMON, new salmon-pk. 6.00 55.00

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*PIXIE (pat. 408), tiny dbl. wh. 4.50 40.00

*WHITE FAIRY, best for forcing 4.50 40.00

*PRESUMIDA, orange bicolor 4.50 40.00

*BABY GOLD STAR (pat. 407) 5.00 45.00

*BIGGER FLOWERING MINIATURES

*CAROLYN, sunset orange-red \$5.50 \$50.00

*CRI-CRI, imported orange 6.00 55.00

*GRANADINA, imported crimson 5.50 50.00

*JACKIE, golden yel. to cream 4.50 40.00

*JULIETTE, vivid crimson 4.50 40.00

*PINK FAIRY, lovely soft pink 4.50 40.00

*POLKA DOT, finest pure white 4.50 40.00

*SPRING SONG, rich rose-pink 5.00 45.00

*THE MARR, terra-cotta red 5.00 45.00

SPRING HILL NURSERIES CO.

300 acres of nursery stock. Visit us! Write Dept. AN-F-60 F.O.B. Tipp City, O.

ROSES

Profit-wise nurseries, garden centers and mail-order firms depend on ARP ROSES.

Glistening packs to display. Bare-root for container or landscape. All-America Selections. Catalog and wholesale price list.

ARP NURSERY CO.

Box 3338-A Tyler, Tex.

ROSE STOCK

MULTIFLORA ROSE

For living fence, conservation and budding

unrooted stock. Hardy northern-grown plant, nematode-free. Our sandy loam produces the finest root system. Our high quality is well known.

Caliper and approximate height Per 1000

2 to 3 mm., 8 to 15 ins. \$12.50

3 to 5 mm., 12 to 18 ins. 17.50

3 to 8 mm., 15 to 24 ins. 22.50

4 to 6 mm., budding understock 27.50

Ask for quantity prices. We cut the tops back to about 10 ins. for shipping, unless you state otherwise. Prices are F.O.B. Glen Head. Packing at cost. For less than 1000, add 30 per cent.

BROOKVILLE NURSERIES

Box 53, Northern Blvd., Glen Head, L. I., N. Y.

SEEDS

PEACH PITS

Southern collected, high germination, \$2.90 and \$3.85 per bu. 1961 crop. Sample upon request. Phone Howard 1-5416.

RIVERDALE NURSERY, RIVERDALE, GA.

SHRUBS AND TREES

SHRUBS AND TREES

1000 Mt. Ash, 5 to 6 ft. and 6 to 8 ft.

1000 White Ash, 5 to 6 and 6 to 8 ft.

1000 Flowering Crab, 3 to 4, 4 to 5, 5 to 6 ft.

See May 1 issue for large trees, also trees in pots and cans.

Other trees in smaller quantities. Flowering shrubs in variety. See our ad under Evergreens, B&B.

NAGLE'S NURSERY

R. 2, Box 267 Decatur, Mich.

Phone Garfield 3-3739

SHADEMASTER LOCUST

(PLANT PAT. NO. 1515)

The finest of all the thornless Honey Locusts. Straight, rapid growth. Transplants easily.

A money-maker for grower or landscape man.

8 to 10 ft., 1 to 1 1/4-in. \$ 7.00 \$ 55.00

9 to 11 ft., 1 1/4 to 1 1/2-in. 9.50 75.00

10 to 12 ft., 1 1/2 to 1 3/4-in. 11.00 90.00

PRINCETON NURSERIES

Princeton, N. J.

Specimen Norway Maple, in quantity; 3 to 3 1/2-in. caliper and 3 1/2 to 4-in. caliper.

Flowering trees and fruit trees, 1 1/4-in. to 3-in. caliper.

Swan River Nursery, 615 East Main St., Patchogue, N. Y.

SHRUBS AND TREES

EVERGREEN SEEDLINGS

SCOTCH PINE (French or Spanish strain)	100	1000
2-yr. seedlings (2-0), 4 to 8 ins....	5	25
3-yr. seedlings (3-0), 8 to 16 ins....	8	40
WHITE PINE		
3-yr. seedlings (3-0), 5 to 10 ins....	8	40
4-yr. transplants, grafting size....	15	75
MUGHO PINE		
4-yr. seedlings (4-0), 4 to 8 ins....	10	50
4-yr. transplants (3-1), 3 to 5 ins....	15	75
JAPANESE BLACK PINE		
2-yr. seedlings (2-0), 4 to 8 ins....	9	45
3-yr. seedlings (3-0), 8 to 14 ins....	12	60
WHITE SPRUCE		
3-yr. seedlings (3-0), 8 to 14 ins....	8	40
5-yr. transplants, grafting size....	20	100
NORWAY SPRUCE		
2-yr. seedlings (3-0), 10 to 18 ins....	9	45
5-yr. transplants, grafting size....	25	125
COLORADO BLUE SPRUCE		
3-yr. seedlings (3-0), 6 to 12 ins....	9	45
5-yr. transplants (3-2), 8 to 14 ins....	35	175
CANADIAN HEMLOCK		
3-yr. seedlings (3-0), 8 to 12 ins....	16	80
CONCOLOR FIR		
3-yr. seedlings (3-0), 6 to 12 ins....	8	40
4-yr. seedlings (4-0), 8 to 14 ins....	11	55
4-yr. transplants (3-1), 4 to 8 ins....	16	80
5-yr. transplants (3-2), 8 to 12 ins....	25	125
FRASER FIR		
2-yr. seedlings (2-0), 2 to 4 ins....	8	40
3-yr. seedlings (3-0), 5 to 10 ins....	12	60
BALSAM FIR		
3-yr. seedlings (3-0), 4 to 8 ins....	8	40
4-yr. transplants (3-1), 4 to 8 ins....	15	75
BARBERRIES, GREEN		
2-yr. seedlings (2-0), 6 to 12 ins....	8	40
2-yr. seedlings (2-0), 12 to 18 ins....	10	50
WHITE FLOWERING DOGWOOD		
Seedlings, 4 to 8 ins....	7	35
Seedlings, 12 to 24 ins....	12	60
MUSSER FORESTS, INC.		
Box 16QC	Indiana, Pa.	

AZALEAS	Per 100
3000 transplants	\$10.00
3000 lining-out stock	25.00
3000 6 to 8 ins., field-grown, budded..	50.00
8 to 10 ins., field-grown, budded..	65.00
Hex convexa bullata, rooted cuttings..	8.00
English Holly, field-grown, name brands,	\$1.00 to \$1.75 each.

Pickup at nursery.
THE GARDEN SPOT
 K. M. Miller, 222 Bala Ave., Oreland, Pa.
 (Near Philadelphia, Pa.)

LITTLE LEAF EUROPEAN LINDEN	
FINE QUALITY. GOOD HEADS.	
FIBROUS ROOTS	
6 to 8 ft., 1 to 1 1/4-in.	\$ 4.50 \$ 3.60
8 to 10 ft., 1 1/4 to 1 1/2-in.	7.00 5.50
9 to 11 ft., 1 1/2 to 1 3/4-in.	9.00 7.25
10 to 12 ft., 1 3/4 to 2-in.	12.00 10.00
11 to 13 ft., 2 to 2 1/4-in.	15.00 12.00
PRINCETON NURSERIES	
Princeton, N. J.	

ORNAMENTAL SHRUBS	
Thundercloud Plum, 1-yr. and 3 yrs., 6 to 8 ft.	
Winter King Hawthorn, 1-yr. whips and 3-yr. transplants, 6 to 8 ft.	
Taxus and large plants of Magnolia soulangiana.	

SIMPSON ORCHARD CO. INC.
 1504 Wheatland Rd. Vincennes, Ind.
 Phone TU 2-2441.

RHODODENDRONS
 Hybrids in varieties. True Red Jap. Maples, also the new Bloodgood variety. Own-root grown. Liners and finished plants. Our complete list of many items of choice nursery stock is now ready. See our beautifully grown Taxus, Ilex, Azaleas, etc.
GERARD K. KLYN, INC.
 Mentor, O.
 Wholesale Nurserymen

DWARF MAHONIA
 Jack Mayhan is authority on mountain-grown Mahonia. This is a new variety selection, hardy as Oak. Very compact, dwarf. Ready now. 100,000 plants. All plants U. S. D. A. inspected. Cash in on my many years' experience.
 2-yr., T. \$20.00 per 100, \$150.00 per 1000.
 Cash with order. Full return 5-day privilege.
MAYHAN NURSERY, VERADALE, WASH.

COLLECTED STOCK
CANADIAN HEMLOCK
SUGAR MAPLES
BIRCH CLUMPS, FERNS
AND WILDFLOWERS
 Send for wholesale list.
LAMPREY RIVER NURSERY
 Radford H. Palmer
 R. F. D. 1 Durham, N. H.

TAXUS
TAXUS, NOW ON SALE. HUGE SAVINGS
 24 TOP VARIETIES, FINER LINERS.
 In pots, beds and field. Send for new list.
JOHN VERMEULEN & SON, INC.
 P. O. Box 332A Neshaun Station, N. J.

TAXUS CAPITATA
 Upright Japanese Yew,
 grown from Japanese imported seed.
 2-yr. seedlings. Seed sown lightly.
 75,000 2-yr. seedlings, 1000 10,000
 4 to 6 ins. \$75.00 \$600.00
 65,000 2-yr. seedlings,
 6 to 8 ins. 90.00 750.00
SHADE'S NURSERY
 624 Colonial Club Dr. Harrisburg, Pa.
 Phone Harrisburg KI 5-5417
 5 miles east of Harrisburg on U. S. Route
 22. Turn north at inn. 22. Nursery 1 mile
 north of U. S. Route 22.

VINES
HALL'S JAPANESE HONEYSUCKLE
 Division liners Per 100 Per 1000
 2-yr., field-grown, T. 1.50 10.00
VINCA MINOR (hardy Myrtle)
 Division liners 1.50 10.00
 Clumps, 10 to 15 leads. 5.00 40.00
 Clumps, 15 to 20 leads. 6.00 50.00
 2 1/2-in. pots 10.00 90.00
LOWELL H. MCGEE NURSERIES
 P.O. Box 341 McMinnville, Tenn.
 Phone 3351

VINES
 Boston Ivy, 12 to 18 ins. Each \$0.30
 18 to 24 ins.45
 2 to 3 ft.50
 Please write for quotations on 100 and 1000
 lots.
DUGAN NURSERIES, INC. Perry, O.
 Center St.

SUPPLIES

BURLAP
HOLLAND BURLAP SQUARES
 2 grades Super and Plus, sizes 16 to 40 ins.
HALF MOON CO., Box 27-B, Plainfield, N. J.
 Turn Stock into Dollars
 by Listing It in the Classified Ads
 of the American Nurseryman.

CANE STAKES
DELIVERED PRICES
EXTRA HEAVY.
NATURAL BAMBOO STAKES
DIRECT FROM THE PRODUCER
 Now in our 20th yr. supplying millions of
 stakes to leading growers throughout the
 United States and Canada.
 Specifications represent approximate average
 diameter at bottom end.
DELIVERED PRICES PER 100 STAKES
 (See below)

Length	% to 1/4-in.	% to 3/8	% to 1/2	1 to 1 1/4
4 ft.	\$3.90	\$5.00	\$5.50	\$6.00
5 ft.	4.90	6.00	6.50	7.00
6 ft.	5.90	7.00	7.50	8.00
7 ft.	6.90	8.00	8.50	9.00
8 ft.	7.90	9.00	9.50	10.00
10 ft.	9.90	10.90	11.40	11.90
12 ft.	11.90	12.90	13.40	13.90

Above prices include delivery in the continental United States east of the Rockies. Cash orders will be shipped prepaid. Full freight allowed to established accounts. Freight allowance applies to orders for a minimum total of \$20.00. Less quantity, less 15 per cent. F.O.B. here.
A. C. PATTERSON, FRISCO, LA.
 Formerly of Centertown, Ky.

For \$4.00

you can offer that surplus in a classified ad of 10 lines on these pages—quickly and easily turning stock into cash.

At 40c PER LINE

you can keep a list of specialty items before trade buyers through the selling season at small cost.

Send your copy (count 6 average words to line) for the July 15 issue to reach us June 23.

Forms for the August 1 issue will close July 14.

AMERICAN NURSERYMAN

343 S. Dearborn St.

CHICAGO 4, ILL.

REDUCE YOUR FREIGHT BILLS ON JAPANESE BAMBOO STAKES
 We ship freshly imported stock from: New York, Chicago, Detroit, New Orleans, Portland, Ore., San Francisco and Los Angeles.

DYED GREEN PLANT STAKES
 Hand selected. Dyed a rich forest green. Uniform lead pencil thickness.

Size	Per bale	Price per bale
1 1/2 ft.	2000	\$ 6.00
2 ft.	2000	8.00
2 1/2 ft.	2000	10.00
3 ft.	2000	13.00
4 ft.	2000	18.00
5 ft.	2000	24.00
6 ft.	2000	33.00

SPLIT BAMBOO STAKES
 for light staking
 (F.O.B. New York only.)

Size	Per bale	Price per bale
12-in.	2000	\$ 5.00
15-in.	2000	7.00
18-in.	2000	9.00
24-in.	2000	11.00

NBS IMPORTED NATURAL BAMBOO
 Stakes selected especially as plant supports. The best quality available.

Size	Diameter	Per bale	Price per bale
3 ft. (%-in.)	1000	\$17.50	
4 ft. (% to 1/2-in.)	500	19.50	
5 ft. (% to 1/2-in.)	250	17.50	
6 ft. (% to 1/2-in.)	200	17.50	
7 ft. (% to 1/2-in.)	150	17.50	
8 ft. (% to 1/2-in.)	100	16.00	

QUANTITY DISCOUNTS ON TOTAL ORDER

5 bales up, less 5 per cent.
 10 bales up, less 10 per cent.
 25 bales up, less 15 per cent.

Our generous quantity discounts apply to total orders for all types of stakes.
 Sold in bale lots only.

Special prices for direct import of 25 bales or more to all Atlantic, Gulf and Pacific Coast ports.

McHUTCHISON & CO. Ridgely, N. J.
 695-N Grand Ave.

CANE STAKES
 Green dyed and plain yellow Bamboo. All sizes.

GOLD MEDAL BRAND
 Your guarantee of satisfaction. Come to American headquarters when you are in the market.

GEO. H. MAUS, INC.
BAMBOO IMPORTERS
 Since 1905 Amsterdam, N. Y.

BAMBOO CANE STAKES
 For greenhouse and nursery purposes.
 All types and sizes.

Write for prices and quantity discounts.
ALEC HENDERSON, INC.
 1313 W. Randolph St. Chicago 7, Ill.

OUTDOOR BAMBOO STAKES
 All sizes for immediate delivery.
 Ask for our Nursery Supply List.
HALF MOON CO., Box 27A, Plainfield, N. J.

CONTAINERS

Planters, see our display ad on page 62.
 Louisville Coopera Co., Louisville, Ky.

Watch Your Results From
 American Nurseryman Classified Ads.

FERTILIZERS

PETERS SPECIAL
 A complete line of soluble and long-life fertilizer formulas specially designed for the commercial grower and manufactured by the Robert B. Peters Co., Inc., the trade's leading commercial soil test laboratory. Drop a card for complete price list and your free brochure, "The Peters System of Soil Fertility Control".
ROBERT B. PETERS CO., INC.
 2833 Pennsylvania St. Allentown, Pa.

Classified Ads Offer Maximum
 Results at Minimum Cost.

FLATS

No.	Size I.S.M.	Per 100	Wt.
1.	14x20x2 1/2 ins.	\$25.80	580
2.	14x20x3 ins.	30.00	680
3.	12x16x2 1/2 ins.	20.00	440
5.	14x16x2 1/2 ins.	22.50	510
7.	15x22x2 1/2 ins.	29.50	670
8.	15x22x3 ins.	33.80	780
9.	11 1/2x22x2 1/2 ins.	23.50	540

Any size to order. Bottoms and sides 1/2-in. thick; ends 3/4-in. All planed on side per cent discount on orders for 500 or more. Terms: Cash. Up to 3 lines printing. \$1.00 setup charge plus 1c per end piece. Shipped K.D., units of 25. F.O.B. Williams- ton, N. C., truck.
H. C. HILL & SONS
 P. O. Box 747 Williamston, N. C.
 Phone SWIFT 2-4127

WHITE CEDAR FLATS			
Order by No.	Size	Price per 100	Wt. per 100
No. 1, 14x20x2 1/4-in.	\$27.75	320
No. 2, 14x20x3 1/4-in.	32.00	400
No. 3, 12x16x2 1/4-in.	21.00	260
No. 4, 12x16x3 1/4-in.	24.75	275
No. 5, 14x16x2 1/4-in.	22.75	275
No. 6, 14x16x3 1/4-in.	28.00	290
No. 7, 15x22x2 1/4-in.	31.50	380
No. 8, 15x22x3 1/4-in.	35.75	425
No. 9, 11 1/4x22x2 1/4-in.	25.75	320
No. 10, 11 1/4x22x3 1/4-in.	29.50	400
No. 11, 14x16x5-in.	32.75	450
No. 12, 5x11x5-in.	16.75	160
No. 13, 5x16x5-in.	19.00	215
Plant boxes, 5 1/2x11 1/4x2 1/4-in.	8.00	60
Plant boxes, 5x8 1/2x2 1/4-in.	5.50	45

Skeleton flats to carry TEKPAKS and similar growing containers. (Write us for price list.)

All other sizes quoted on request. Bottoms and sides are 3/4-in. thick and ends are 1/2-in. thick. Plant boxes are made of thinner lumber. Your name and address printed, up to 3 lines in black ink, on one or both end pieces at the following rates: \$1.00 setup charge, plus 25¢ per end piece. Shipped K.D. in units of 25. F.O.B. Cook. All shipments by truck unless otherwise specified.

QUANTITY DISCOUNTS
Order totaling \$100.00 to \$200.00, 5 per cent; \$200.00 to \$400.00, 6 per cent; \$400.00 to \$600.00, 7 per cent; \$600.00 to \$800.00, 8 per cent; \$800.00 to \$1000.00, 9 per cent; \$1000.00 and over, 10 per cent.
TERMS: 30 days, net 60.

H. C. HILL & SONS, INC.
Phone North 6-3348 Cook, Minn.

CYPRESS FLATS, K.D.
Finest stock obtainable. Guaranteed all clear heart. Size 20x15x3 ins. inside measure, \$38.00 per 100.

1x1-in. Cypress stakes, pointed.
50 pcs. to bundle, 4 ft., \$3.50 per bdl.
50 pcs. to bundle, 5 ft., \$4.50 per bdl.
50 pcs. to bundle, 6 ft., \$5.50 per bdl.
Ship same day.

YOHO & HOOKER, YOUNGSTOWN, O.

HUMUS

Orange County's nicest Humus, 35 acres, 700,000 yds. Will sell cheap, any part or all. Humus by yd. If interested will send sample and prices.

Joseph G. Myszelow, Vails Gate, N. Y.

LABELS

DAHLIA OR TREE LABELS
Priced per carton
Plain Painted
3 1/4x5 ins., notched, not wired, \$3.00 \$3.60
3 1/4x5 ins., wired (copper).... 3.95 4.90

FOT LABELS
4x5 ins. (cartons 1000 each)... 3.95 4.60
5x5 ins. (cartons 1000 each)... 4.30 5.10
6x5 ins. (cartons 1000 each)... 4.70 5.80

GARDEN STAKES
Priced per carton
Plain Painted
8x5 1/2 ins. (cartons 500 each)... \$3.50 \$4.30
10x5 1/2 ins. (cartons 500 each)... 4.20 5.10

8x 7/8 ins. (cartons 250 each)... 3.00 3.60
10x 7/8 ins. (cartons 250 each)... 3.30 3.90
11x1 1/4 ins. (cartons 100 each)... 2.00 2.40

Our labels are perfectly white and smooth on both sides and are pronounced by growers the best and most economical.

Catalog on request.

"We ship same day."

YOHO & HOOKER, YOUNGSTOWN 2, O.

FINEST BLANK OR PRINTED wood labels.
BENJ. CHASE CO., VI. Sta., DERRY, N. H.

Check Your Stock NOW!

If you have a surplus

sell it through the

American Nurseryman Classified Ads.

PEAT MOSS

"BRODLEAF," Best Holland PEAT MOSS. Gardner No. 110 and No. 85, Growers No. 120 Growers Jumbo No. 170. Two Bales Equal 3. HALF MOON CO., Box 27A, Plainfield, N. J.

Surplus Stock

can be easily and quickly turned into

Cash

by listing it in the

American Nurseryman Classified Ads.

PLANT TIES

"QWIK-TIES" NEW, IMPROVED

PLASTIC PLANT TIES

Guaranteed fade-proof.

Small, strong, almost invisible. Economical and easy to use. Packed in bundles of 250 ties for convenient use.

Size	Per carton of 10,000	Av. weight per carton
4-in.	\$10.00	5 lbs.
8-in.	18.00	10 lbs.
12-in.	27.00	14 lbs.

McHUTCHISON & CO.
695-N Grand Ave. Ridgefield, N. J.

NURSERYMEN

Use our
HIGH VISIBILITY IDENTIFICATION GARDEN TIE
BECAUSE

1. ID Tie is ideal way to systematize your marking trees, plants or shrubs.
2. Trees, plants and shrubs marked the ID way enables personnel to perform duties more efficiently.
3. ID Tie is used to mark trees, etc. for type, color and size in late summer.
4. ID Tie can be rubber stamped or written on with ball-point pen.
5. Non-fading, weather resistant tie that remains supple in temperatures as low as -28°F.
6. Comes in handy 4-in. dia. rolls 1 1/4-in. x 300 ft.
7. Supplied in six high visibility colors: Red, yellow, blue, white, orange, green. Two rolls of each color per box.

1 to 3 doz. \$5.40 per doz.

4 to 7 doz. 5.22 per doz.

8 doz. 4.80 per doz.

Terms: 1 per cent 10 days, net 30 days.

F.O.B. Springfield, Mass.

ESCO BIAS BINDING MFG. CO., INC.

19 Wilton St. Springfield, Mass.

PLASTIC FILM

POLYETHYLENE FILM

SAVE MONEY AT THESE LOW PRICES

.0015 mil., black, 3 ft. x 1000 ft. \$13.39

.002 mil., clear, 4 ft. x 200 ft. 4.81

.004 mil., clear, 6 ft. x 100 ft. 6.93

.004 mil., clear, 16 ft. x 100 ft. 18.48

.006 mil., clear, 12 ft. x 100 ft. 20.79

Many other widths available in clear or black.

Save up to one-third. WHY PAY MORE?

Write for complete list of sizes and prices per roll.

SUPERIOR PLASTICS

1421 W. Chicago Ave. Chicago 22, Ill.

POLYFILM, Clear, Black, Rolls, Sheets.

Save on small and large lots. Write

HALF MOON CO., Box 27A, Plainfield, N. J.

PRINTING

Letterheads, 8 1/2x11 ins.; envelopes, 6 1/2x9 ins.; 250 of each, \$6.50, postpaid in U.S.A.
H. Grebe, 306 Union St., Roysersford, Pa.

SHINGLE TOW

CEDAR TOW

CLEAN, FRESH CUT MATERIAL, FOR

PACKING NURSERY STOCK, PROMPT

SHIPMENTS, YEAR-ROUND SUPPLY. 75¢

per bale, 17x20x34 ins. 125 lb. guaranteed

shipping weight.

HUNTINGTON SHINGLE CO., INC.

P. O. Box 109 Springfield, Ore.

SPHAGNUM MOSS

WISCONSIN'S FINEST SPHAGNUM MOSS

We invite you to try our new waterproof

kraft-wrapped bales. Solid packed, long,

clean, heavy-fibered sphagnum moss, unex-

celled for use in nurseries or floral shops.

Our new wrapped bales, 12x14x43, give you

quality, quantity and sales appeal. Eliminate

the old mess!

Write for prices on carloads or less.

Finest quality milled sphagnum moss, the

ideal material for seed germination. 2 1/2-bu.

bags.

1 to 5, \$2.00; 6 to 10, \$1.90; 11 or more,

\$1.75 per bag, F.O.B. Warrens, Wis.

Satisfaction guaranteed. Prompt shipping

via rail express or truck. Contact us for

special prices on quantity shipment via our

truck or rail.

Prices subject to change.

WARRENS MOSS CO.

Box 97 Phone Tomah 625 Warrens, Wis.

Fresh, clean sphagnum moss, write, or

phone City Point 133 for our low prices on

wire-bound bales in truckloads or carlots.

Tony Jaromin, City Point, Wis.

STAKES

CYPRESS PLANT STAKES

50 pieces to bundle.

1x1-in.—3 ft., pointed \$3.00 per bundle

1x1-in.—4 ft., pointed 3.50 per bundle

1x1-in.—5 ft., pointed 4.50 per bundle

1x1-in.—6 ft., pointed 5.50 per bundle

1x1-in.—7 ft., pointed 7.00 per bundle

These stakes are made of cypress and red-

wood; are good, strong stakes and will give

long service. "A little better than seems

necessary."

WE SHIP SAME DAY!

YOHO & HOOKER

Youngstown, O.

STAKES, GALVANIZED HARD STEEL

GALVANIZED tree-guying WIRE.

HOSE for guy-wire PADDING.

Prices and samples on request.

SCHUPP SUPPLY CO., WILMETTE, ILL.

Plant Stakes, see large ad under Cane

Stakes, McHutchison & Co., Ridgefield, N. J.

OBITUARY

Frederick C. Nestor

Frederick C. Nestor, 79, Lawrence township, Trenton, N. J., died May 16 in St. Francis hospital, Trenton. He was a horticulturist and had operated a nursery at his home. Born in Ireland, he had lived at Princeton, N. J., before moving to the Trenton area. Six sons and a brother survive him in this country.

Robert W. Burns

Robert W. Burns, Burns Nursery & Floral, Canton, Tex., was found dead the morning of May 9 at a pond near his home. He had apparently stumbled and fallen, striking his head on some object, according to the newspaper report of the death. Survivors include the widow; one son, Leonard Burns, and one daughter, Reba Stovall, New Summerfield.

Herman Meyer

Herman Meyer, owner and operator of Meyers Peony Garden, Homewood, Ill., the past 10 years, died May 10 at his home, of a coronary attack. He was 54 years old. Survivors include his widow, Helen; his father, Rule Meyer, and four sisters.

HONOR SEED FIRM HEAD

E. J. Kiekenapp, prominent Fari-bault, Minn., businessman, was honored April 27 on his 80th birthday anniversary, at a dinner attended by members of his family, prominent seedsmen from other communities and over 100 employees of the Farmer Seed & Nursery Co., Fari-bault, with which he has been associated for more than 50 years, for 23 years as president. He was succeeded at this position by his son, Roger, in 1950, and became chairman of the board, a post he recently relinquished. The company, which has gained a national reputation for its development of hybrid seeds, also operates a garden center adjacent to its main establishment at Fari-bault, as well as garden centers at St. Cloud, Minneapolis, Rochester, Mankato and Fairmont. Mr. Kiekenapp has been active for many years in state and national seed trade associations.

BEGINNING the Spaggs Nursery, 24815 Broadway, Bedford, O., are Mr. and Mrs. Carl Spagnola. A garden shop was scheduled for completion in May.

WANTED and FOR SALE ADS

Help and Situation Wanted and For Sale Advertisements.

Display: \$4.50 per inch, each insertion.

Liners: 40c line; minimum order **\$4.00**.

HELP WANTED

TOP MANAGEMENT POSITION

Well-established wholesale firm has excellent top management opportunity for an aggressive man with sales and general management experience. Duties will include directing wholesale sales, pricing, inventory control, purchasing of stock and production planning. Starting salary in five-figure bracket plus every opportunity for advancement. Send resume giving complete personal, academic, business and earning history, in confidence, to Box 844, care of American Nurseryman.

HELP WANTED

NURSERY SUPERINTENDENT

Make a good living where the living is good—in Shenandoah, Iowa.

This large, mail-order nursery (backed by nearly 70 years of integrity) needs a man qualified to supervise the growing of general line of nursery stock on about 400 acres. He will supervise and coordinate present force of experienced field foremen.

Extra benefits include company-financed major medical insurance, life insurance, retirement program and paid vacations. Interested? Your reply will be treated confidentially. Write or telephone.

John Knapp
HENRY FIELD SEED
& NURSERY CO.
Phone: No. 1 Shenandoah, Iowa

HELP WANTED

SALES ASSISTANT

To help carry through sales program and work with wholesale accounts. Knowledge of plants essential. Applicants with telephone selling experience and office experience preferred. Reply to Box 847, care of American Nurseryman.

HELP WANTED

Landscape supervisor, experienced working foreman, ability to handle men, background in design and estimating; thorough knowledge of plant material. Cleveland, O., suburb.

Box 8888, Strongsville 36, Ohio

HELP WANTED

Competent, experienced landscape designer-salesman desiring to live and work in Florida. Earnings, salary and commission, limited only by your own ability and enthusiasm. Write immediately, giving qualifications, experience, etc., to Box 839, care of American Nurseryman.

HELP WANTED

Sales representative interested in \$10,000 and up. Old sales areas being expanded and new territories being opened. Liberal salary plus bonus based on percentage of sales. Must be willing to relocate. Write Box 848, care of American Nurseryman.

HELP WANTED

SUPERVISING LANDSCAPE FOREMAN

For Delaware nursery specializing in high-quality landscape work, mostly carriage trade. An unusual opportunity in a young growing business in a high income community. Applicant must take responsibility for execution of all landscape work (including hiring and firing connected with running 4 crews and maintenance of 4 trucks and other related equipment); also prepare bids for some project work. Designing by others. Applicant must be interested in permanent association and must have horticultural background in commercial landscape field including: Good knowledge of ornamental plants, ability to move large trees and experience with execution of bid projects. Attractive salary, paid vacation, A.A.N. insurance and home in rural setting. Apply Box 2708, Wilmington 5, Del.

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Established sales agency wants packaged rose line and packaged shrubs. Covering all of New York State. References. Contact:

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SUPPLIES SALES
136 Hoover Road Rochester 17, N. Y.

SITUATION WANTED

31-year-old married horticulture graduate of Ohio State with 4 years' garden store experience, including 1 year selling landscaping, desires a position leading to partnership or ownership of a retail garden store-landscaping business. States around Ohio, Indiana area preferred.

Write Box 837, care of American Nurseryman.

SITUATION WANTED—Landscape architect desires position with retail nursery and/or garden store operation; have 2½ years' experience in this type of work. Also have 3½ years' experience in present position as college instructor in landscape design in Department of Horticulture, duties including landscape planning for campus and supervision of maintenance of grounds. Deeply interested in development of smaller firms. Intermountain west is area preferred, but will seriously consider all locations. Adequate references. Family man. Available July. Write Box 846, care of American Nurseryman.

FOR SALE—Nursery in upper Midwest. 3½ acres. Owner's home, garage with storage basement. Ideal location, rapidly expanding business. For quick sale. \$22,000. Write Box 825, care American Nurseryman.

FOR SALE

HIGHLY DESIRABLE PROPERTY IN FALLBROOK, CALIF.

For growing or as a future investment, 18 acres in a frost-free and smog-free area near San Diego. Excellent soil, with a proved 50-gal. per minute well and a 300,000-gal. concrete reservoir set at high level. Fully modern, 3-bedroom, 2-bath house on property; close to schools, shopping centers, etc. Because of health reasons, will sell at reduced price for quick sale. Contact:

M. G. MAGARIAN
1245 Gerald Way Fallbrook, Calif.

FOR SALE

10-acre nursery and landscape service, 7-room modern house, 40x50-ft. lath house, good barn with insulated storage built in, garage and other small buildings. Approximately 5000 evergreens of various sizes, 2000 shrubs, shade trees and ornamentals. Includes full line of machinery. Beautiful swimming pool in back yard. Located in Mich. in the heart of the lake country, 2 miles from a growing community on a main highway. Business good (16 yrs.), but health forces us to sell. Price \$25,000—\$15,000 down, terms on balance. For further information write Box 850, care of American Nurseryman.

FOR SALE

GARDEN CENTER

Strategically located on busy 4-lane western New York highway, near city of 650,000. Building, lath house and salesyard. Double-entrance driveway and ample parking area. 1¼ acres of land in rapidly developing residential area. Nearest competitor 10 miles. Excellent opportunity for landscaper. Part cash, will take mortgage. Reply Box 849, care of American Nurseryman.

FOR SALE

One of the Midwest's most beautiful garden centers; also attached nursery if desired. Oldest and largest nursery and garden center in Sioux City. Excellent reputation with several valuable distributor franchises. Selling due to illness. Call or write

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FOR SALE

Well-stocked nursery on 9 acres of sandy loam, 3000-ft. frontage on U. S. Rt. 42 within 20 miles of Columbus, Ohio. Includes farm pond, lath house, underground storage, 2-car garage, equipment and 3-bedroom modern home. For quick sale—\$26,000.

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U. S. Rt. 42 Delaware, Ohio

FOR SALE—Businesses may be offered for sale by use of a want ad liner such as this. Cost: 40c per line (minimum order \$4.00). Your ad will be seen by more than 9800 American Nurseryman readers.

FOR SALE

A well-established garden center and nursery with very good reputation in wholesale, retail and landscaping trade. Located on U. S. Highway 36, just 18 miles west of Dayton, Ohio. Excellent land—18.5 acres—heavily stocked with salable evergreens, trees, shrubs and many varieties of liners and grafts. Two modern residences, salesroom and office space, small greenhouse, storage barn, merchandise, tools and equipment to operate. Death of owner and other business interests reason for selling. Price and terms on inquiry.

FLORAL GARDENS NURSERY
R. R. 1 Eaton, Ohio

FOR SALE

8-acre retail nursery—thriving landscape business—very prosperous garden supply shop. Located in midwest. Modern 8-room house with 3 baths, full basement. Recently built shade house. Storage buildings in good condition. 2-story 5-room office with full basement. Ample well water for irrigation. Field inventory is all immediately salable. If you want a going concern, in a going community, a nursery with excellent reputation that can show a good set of books, you have read the right advertisement. Do not inquire unless sincerely interested. Write Box 838, care of American Nurseryman.

FOR SALE

33-acre hobby nursery, started in 1957. 20,000 trees and shrubs, some in seedbeds—about 5000 salable now. 8-room house, tractor, new tree planter. \$10,000. Owner willing to finance 2/3. Located on Eastern Shore of Maryland. Write Box 851, care of American Nurseryman.

FOR SALE

Located in Greenwich, Conn. Range of greenhouses; 2 houses, 120x25 ft., with connecting palm house. Contact:

TROY'S GARDEN NURSERIES
Banksville Rd. Bedford Village, N. Y.

FOR SALE

7-acre established nursery. 12-room farm house, greenhouse, frames, irrigation, nursery stock, barn. Fast-growing community. Northern Westchester, N. Y. Write Box 25, Amawalk, Westchester Co., N. Y.

FOR SALE

Used complete greenhouses. Used greenhouse materials, glass, pipe, valves, etc. Greenhouses bought for wrecking.

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Elizabeth 4-9041 Waverly 6-0404
1080 Magnolia Ave. Elizabeth, N. J.

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21 acres, all tillable, 3 miles from Salem, Ore. 2-bedroom modern home. 9000 sq. ft. greenhouses, irrigation pond and 90-ft. well. \$23,500, terms.

A. W. BELLIN
6222 Sunnyview Ave., N. E. Salem, Ore.

FOR SALE—Old, established, profitable, greenhouse-nursery-florists' business in Delaware, Eastern Shore. 4 acres, large frontage on main highway near Dover. Large attractive shop and service building, 15,000 ft. of greenhouses, stocked and equipped. 2 nice homes. Sales approximately \$125,000. Low price—good terms. Write Mitchell W. Smith, HORTICULTURAL REALTY, 36-52 Main St., Flushing 54, N. Y.

STORM FELS LOGAN ELM

High winds in a spring storm May 16 virtually destroyed what was regarded as one of the oldest elms in this country, when the two big remaining limbs of the Logan elm crashed to the ground, and the trunk, of 24-foot circumference, was split.

The Logan elm, named for the Mingo Indian chief whose famous message was read in 1774 under the elm at the close of Lord Dunmore's war against the Indians, was estimated at 400 years old and stood in a special spot protected by caretakers of the Ohio Historical Society, in Pickaway county, just south of Highway 361, at Circleville, O.

Strenuous efforts have been made to keep the tree alive in recent years with funds provided for its preservation. As late as 1950 it had a spread of 80 feet and a height of 65 feet.

WHOLESALE REPORTS

[Continued from page 8]

son Sales Agency, Wallingford, Conn., adding: "Our shippers have all maintained good delivery schedules, in spite of many lost days, when it was impossible for crews to work in the fields. Sales volume has been satisfactory on our regular deliveries. Repeat orders have not been up to usual volume, because many rainy days have made it difficult for retail buyers to get about. An improvement in the weather for the next two weeks could help to improve a late demand to a considerable extent.

"It is too early at this date (May 18) to make estimates of either stock available or prices for next year. Planting is going along as usual, and growing conditions are favorable at this time."

Push Needed for New Jersey Sales

Hans Hess, Hess' Nurseries, Wayne, N. J., writes of New Jersey's spring difficulties and lowered April sales as follows:

"We were fortunate in getting an early start in March, and it appeared that we would be able to complete our shipping far ahead of schedule. However, the weatherman changed this situation drastically. We had nearly continuous rain and dark weather the entire month of April, which on top of the extremely wet condition that existed at the beginning of the spring made it difficult to dig and ship material. The month of April was one third behind that of last year.

"Transplanting was virtually im-

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PROFITS**

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Sphagnum

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MOSS**



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7 cu. ft.

**BALES:
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Plastic
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free-flowing
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PACKAGES**

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Any combination shipped in one carload

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PREMIER PEAT MOSS CORP.
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NURSERY HAND TRUCKS

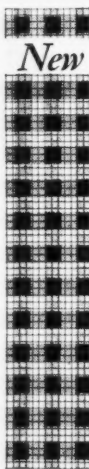
Saving labor in hundreds of nurseries, Garden Shop Hand Trucks are especially built to handle B&B material. Three sizes with capacity up to 1500 lbs. Pictured is the Small Hand Truck. One man can easily handle 600-lb. ball.

Write for free illustrated folder of details and prices.

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at attractive, low prices!

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Easily marked with soft lead pencils, rubber stamps or printed . . . completely reusable . . . old markings easily removed. Available in Spring Green and Pure White colors.

QUANTITY PRICES PER 1,000 MARKERS			
Bulk Packed	2" square	3" x 3/4"	5" x 1"
1,000	\$6.85	\$4.30	\$8.35
5,000	6.30	3.95	7.70
10,000	5.80	3.60	7.00
20,000	5.25	3.30	6.40

All prices F.O.B., Milford, Michigan. Shipping charges prepaid if check accompanies order. Markers may be assorted to earn quantity prices. All orders filled with Spring Green markers, unless white is specified.

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PEAT POTS

Willis-Reynolds Corp., Lebanon 3, Ind.

possible, because the ground was too wet to prepare. It is indeed fortunate that the weather remained cool and we were able to get the bare-root material out before it had begun to grow. The bad weather, particularly cooler week-ends, have taken their toll of the garden market operations. Business generally has been good in the east. It has, however, taken more promotion to build sales than it has in the past. This, I believe, will continue to be an important factor in the industry.

"The over-all price picture has remained reasonably stable; there is a satisfactory supply of good nursery stock available, except for the unusual items, which are difficult to find and priced high. It is quite evident that the current trend is toward the more unusual nursery stock."

Virginia Reports Favorable

The firm's "best spring" brought a 10 per cent advance in sales over the previous high record, writes S. D. Tankard, Jr., Tankard Nurseries, Exmore, Va., in his season's survey, following:

"We have experienced the best spring that we have ever known. Our sales are over 10 per cent ahead of last year's or any other year that we have been in business. This means, of course, that the demand for our products has been stronger than ever before and, fortunately, we had the material, undamaged by cold weather, with which to fill the orders.

"The hard winter of 1960-61 did a great deal of damage to nursery stock in the Middle Atlantic states, but fortunately our's escaped serious injury this time. So we know we benefited some from the misfortune of others.

"The cold weather would not allow us to do much in January and February, but by March 1 we were able to move right along with digging and shipping. March was unusually mild here, and April and May have been cooler than ordinarily, so our season has been longer than usual. The weather during these three months was favorable for operations, as there was sufficient rainfall to keep the ground in good condition and to benefit especially the stock we lined out late and transplanted after the big spring rush was over.

"With the weather thus permitting a good start on growth for next season, it appears that we will have good quality and an ample supply of stock. We usually plant a little more each season in order to take care of anticipated increased de-

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mand, and this we have done again this year.

"As to prices, we believe they have reached a more or less stable point where they are satisfactory to our customers and satisfactory to us. We do not anticipate any changes of consequence."

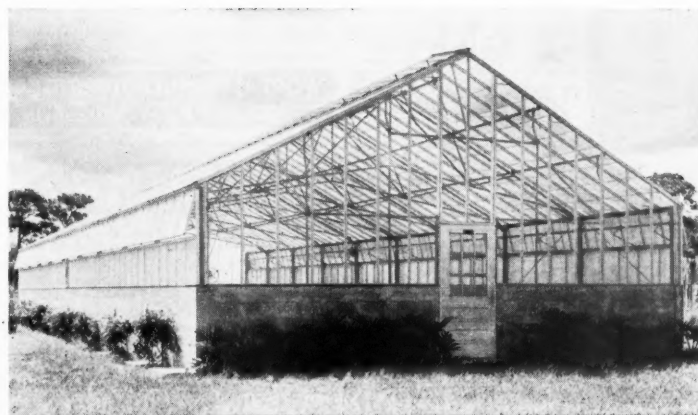
An improvement in conditions this spring is described by E. M. Quillen, Waynesboro Nurseries, Waynesboro, Va., who adds a note of urgency on advancing prices in the following letter:

"Spring in 1961 was far more favorable than in 1960, when March was nearly a blank sales month because of heavy snows and continuous cold, which prevented both digging and planting. This past March, April and early May made a satisfactory season for sales, digging and shipping. The growing season has been excellent. A cool April, with ample rainfall, has aided plantings in the nursery. But cultivation has been curtailed, causing a weed problem at this time.

"Labor has been plentiful, but the nursery business is not without its problems, the greatest of which is having operating costs increasing more than the nursery stock prices. Little or no advance in prices was experienced in this area during the past five years, while operating costs continued to rise in spite of labor-saving equipment and other expense-reducing operations. Increasing prices is the logical answer, but not a practical one when competitors see differently.

"Supplies of nursery stock appear to be ample. No great surpluses or shortages are noticeable at this time,

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By John J. Pinney

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man: Retail salesyards, landscape nur-
series, garden centers, mail-order nur-
series, agency nurseries, container stock,
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2 oz. can	29¢	36 to case	— wt. 7 lbs.	— \$5.96 case
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10 oz. can	\$1.00	12 to case	— wt. 12 lbs.	— \$8.00 case
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5 lbs. can	\$4.95	4 to case	— wt. 24 lbs.	— \$13.20 case

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Ideal Garden Gadgets...

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but much will depend on the growing season and economic conditions. A sane policy would be to plant only that which can normally be profitably marketed, avoiding plunging and dumping surpluses that depress the market for all.

"Increased postal rates, plus the sale of nursery stock in many types of stores and markets, have multiplied mail-order nurserymen's problems. Additional postal rates proposed will further strangle a struggling mail-order business."

Maryland Gain in Volume

C. Willard Stoner, Westminster Nurseries, Inc., Westminster, Md., notes increased sales volume but not profit, writing:

"The heavy accumulation of winter snow gradually melted, and practically all of the moisture penetrated the soil, as we had little, if any, frost beneath the snow. We were able to start our normal digging about March 1 and have continued up to the present time, but we have had an extremely wet spring, with periods of two to three days of interruptions weekly due to rainy weather. Fortunately, we were able to find ample additional labor to increase our digging force and keep abreast of order demands.

"Generally speaking, we have found the demand for nursery stock better than normal. We, at this time, anticipate a gross sales increase of 12 to 15 per cent over last spring; on the other hand, we do not foresee any increase in our net profits. Increased overhead costs without the benefit of higher prices for our products has affected normal profits.

"With the abundance of deep moisture, which we did not have in the previous four or five years, we anticipate excellent growing conditions this summer and are looking forward to having a well-balanced stock to offer for fall, 1961.

"Our propagation and lining-out program compares in quantity and varieties with that of the previous three or four years.

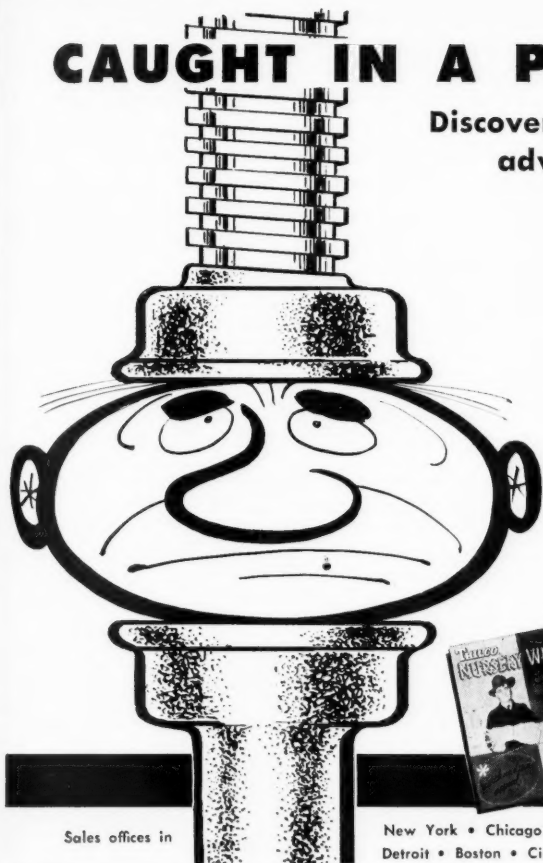
"It is apparent that with the general economic recovery, the demand for nursery stock will be excellent."

Favorable Michigan Spring

Favorable comment is also given by Nick I. W. Kriek, Cottage Gardens, Lansing, Mich., in this report: "Although we do not yet have final figures, it looks as if we had a good spring trade. The demand for evergreens held up well, and there was a marked increase in the demand for broadleaves, such as ilex,

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1. Special treatment papers seal moisture in; eliminate need for heavy root overwrappings.
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azalea and andromeda. While azaleas and rhododendrons can hardly be grown in normal field production, with the aid of plenty of peat moss they do well in gardens in Michigan.

"We had no difficulty getting help this spring, and cold weather, while hard on garden center sales, gave a good digging and planting season. During April there was much rain and we were fortunate to have the bulk of our planting done before the wet weather.

"While we had to increase some of our plantings, we do not believe we overplanted, and we are optimistic about the future. We feel that most nurserymen realize that it is expensive to overplant, so it does not seem that supply and demand will be out of balance in the foreseeable future."

Fruit Sellout in Michigan

A strong demand and modest supply in small fruit plants added up to many early sellouts at Krieger's Wholesale Nursery, Bridgman, Mich., according to A. W. Krieger. He describes an excellent season, clouded only by the scarcity of supervisory labor and problems of transportation, as follows:

"Southwestern Michigan enjoyed a long, prosperous nursery season

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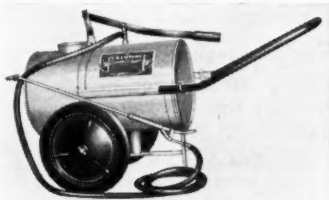
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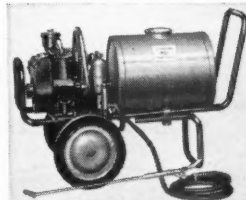
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Ford Motor Company
Birmingham, Michigan



this spring—the type that can be expected only once in 20 years. Our digging operations started February 15 and, with minor interruptions, continued throughout the spring.

"The demand was strong for the small amount of our type of material, and most items were sold out before the normal season got under way. The demand finally caught up with the supply. This we feel is not due to an increase in demand for small fruits, but rather a decrease in the supply, which has been diminishing over a period of years. The supply of small fruits in our area for the coming season is minor, but could be adequate for normal demand.

"Cheap labor has been plentiful, but the supervisory type has all gone to better pastures.

"Transportation seems to be the biggest problem for wholesale movements. Railroad shipment is out of the question, with railway express prices beyond reach, and truck service to many areas is poor. Trucking lines are consolidating and reaching the point where small shipments are not profitable for them. The future of interstate business in the nursery trade will depend a great deal upon carrier service."

Ohio Expectations High

With the advantages of an early-season start and steady wholesale demand, Scarff's Nursery, Inc., New Carlisle, O., expects this spring to emerge as a record season, in spite of cold, rainy April weather that delayed nursery operations and leveled off retail sales. Howard N. Scarff writes as follows:

"With an unusually early break in the weather the first week of March, spring shipping and field digging started in full swing. This continued intermittently throughout the month. Cash-and-carry sales, both wholesale and retail, set new records during this early period.

"With April came the rains and a shift back to colder temperatures. Field work came to a standstill, and retail sales leveled off, but wholesale orders and shipments from storage continued about normal.

"Early May brought drying conditions sufficient for field planting. We just now are able to get into grading and lawn work.

"At this writing (mid-May) all nursery operations are at least three weeks behind schedule. Shipping is over, but we anticipate sales of B&B and container plants to carry on for some time, providing the weather does not become too hot and dry.

"Over all, I expect our spring

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wholesale trade will be about a record high. In retail we are hoping that May will make up for some of the business lost in April, to bring total sales up to or above our normal for the season."

Minnesota Season Gratifying

Reporting a brisk demand through mid-May and a prospect of increased late-season sales due to his firm's expansion of refrigerated storage facilities, Gordon Bailey, J. V. Bailey Nurseries, St. Paul, Minn., estimates that this spring will equal 1960's high levels. He writes:

"Our spring season is now drawing to a close and it looks as if it would end up approximately the same as a year ago, at the wholesale level. Of course, we enjoyed a heavy demand in the spring of 1960, so we had a rather high mark to reach. The demand has been brisk, particularly in the ornamental items, and I believe that, if anything was down at all, it was mostly fruit trees.

"In the upper midwest here we have had an adequate supply of moisture, at times a little more than was wanted, but we have been able to get our orders out pretty much on schedule. The retailers had some bad week-ends in the early part of the season, but, in spite of that, the demand has been good, and with a few good week-ends during the rest of May and into June, I am sure that they will enjoy a good season.

"We have had practically no winter injury in this area, which is quite a change from the past three years, when our winter damage has been extensive.

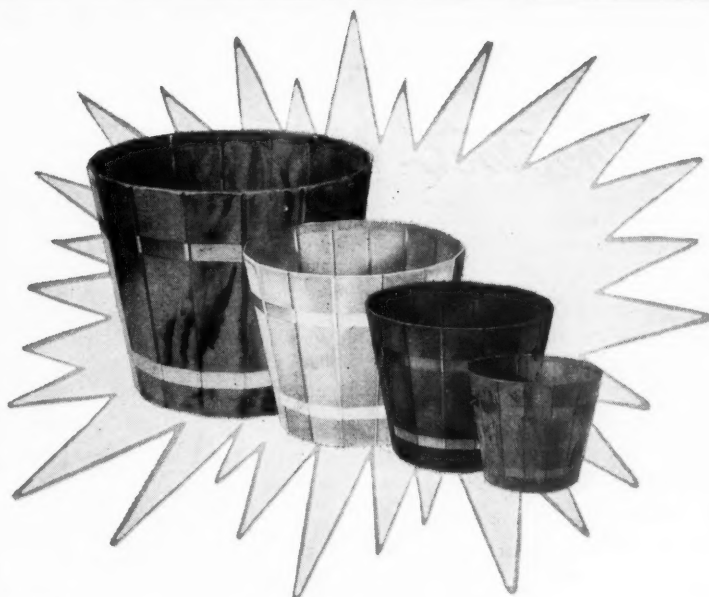
"I believe that the supply for the season of 1961-62 is about normal, and we should like to raise prices to cover some of the increased costs, but I doubt if the market will stand more than a 2 or 3 per cent increase.

"We anticipate a considerable increase in our late sales through June, due to a substantial increase in our refrigerated storage space. In addition to the refrigeration, we use automatic humidity controls."

Good Season in Indiana

While telling of gains this year, Fred R. Hobbs, C. M. Hobbs & Sons, Inc., Bridgeport, Ind., also points up the price problem in the following letter:

"Due to good fall and spring sales, our business will show an increase over that of the preceding fiscal year. Prices have remained firm, but the cost of doing business is considerably firmer. This condition becomes more critical with each sea-



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Size	Height	Top Diam.	Nearest Clay Pot	No. in Carton	WEIGHT Per 1000	F.O.B. Kansas City		Cloverset Pot Prices
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No. 1	6½ ins.	6 ins.	7 ins.	100	340 lbs.	\$4.25	\$40.00	F.O.B. Kansas City
No. 2	9½ ins.	7 ins.	8 ins.	100	535 lbs.	5.25	50.00	
No. 3	9 ins.	8 ins.	9 ins.	100	600 lbs.	5.75	55.00	
						6.25	60.00	F.O.B. Kansas City
No. 4	13 ins.	12 ins.	25	Per 100	25 pots, \$7.70; 50 pots, \$14.60; 75, \$21.75; 100, \$26.15; 1000, \$231.00.		
					133 lbs.			

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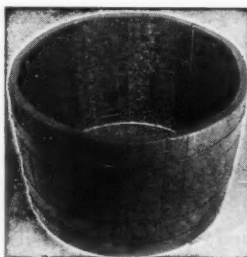
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son; as of now there seems to be no solution to this problem, as the current competitive market makes it difficult to raise prices.

Illinois Firm Below 5-Year Average

John B. Hill, general manager, D. Hill Nursery Co., Dundee, Ill., sees production loss in many prices quoted and year's sales above those of 1960. His views follow:

"Our spring season has gone along exceedingly well so far, with sales appreciably ahead of last year's. Upon historical comparison, however, we find that we are just about equal to a 3-year average and some 11 per cent below a 5-year average; thus it is apparent that any comparison against last year is not a true criterion.

"We could not have asked for better spring weather than this year's. There was no frost on the ground from March 1 on, and except for the freak snowstorm in early April, the weather caused little loss of working days. On the other hand, the sale of nursery stock through garden center outlets was diminished by unpleasant weather over many of the week-ends. This latter factor, of course, influenced the size and frequency of reorder business.

"Attempting to keep abreast of the over-all market, we have made considerable effort to determine exactly what was being sold in our area and what prices were being paid. It is our considered conclusion that many growers in the north central and southern central states are literally going out of business on the installment plan. By this I mean that, unless there is some genuine black magic in the cost-control procedures used, a lot of material is being sold for considerably less than it costs to produce it. I do not see how these growers can afford to replace this inventory and continue to stay in business!"

Illinois Firm's "Best Year"

J. C. Fiore, Charles Fiore Nurseries, Inc., Prairie View, Ill., declares this spring gave the firm its best year, describing the favorable features as follows:

"This is the best year we have had. It is a wonderful feeling to look back and know that one has had all the breaks, as far as weather and help are concerned. For many years there were labor problems, or the warm weather came too early, or it was an unusually rainy season. But this year the rains came almost when they were wanted.

"Our planting was early this year. We were able to start promptly in

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getting our orders out, and for the first time we have completed all the orders that we had booked for spring.

"The demand was there, in spite of the so-called recession, for top-quality nursery stock; I believe there will always be a demand for good plant material.

"The supply of stock for next season will be plentiful, provided there is ample rainfall. At this time conditions are on the dry side.

"I am sure that prices will be stable, if not slightly increased, in the face of the increases in taxes expected here in Illinois."

"This was a difficult spring to keep a work program on schedule, because of several floods: however we were successful in filling all of our orders.

"The planting suffered most. We finished planting the middle part of May, which is several weeks behind our regular planting time. The weather has been cold and wet, so we do not anticipate too heavy a loss if we have one of those 'kind-to-plants' summers.

"We have made our usual planting on the theory that there will always be a market for well-grown stock. Labor has been plentiful, but of the kind that requires close supervision."

Evergreen Demand Rises in Iowa

G. L. Welch notes an increased demand for evergreens and fruits in his letter from Mount Arbor Nurseries, Shenandoah, Ia., where weather conditions were "ideal" this spring. He also comments on the need for higher nursery prices in this review of the season:

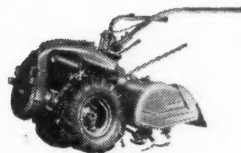
"Weather conditions in this area this spring have been ideal to permit our shipping schedule and outdoor work to be performed in an orderly manner. We have enjoyed ample rainfall, but not in excessive amounts—only about as it was really needed.

"The demand has been good for shade trees, shrubs and evergreens. In fact, the demand for evergreens has been greater than in previous years. We were also surprised that the sale of fruits this year seemed to be better than in previous seasons. I do not think the demand for roses was up to normal.

"The entire nursery industry is confronted with increased costs, not only for labor but for various supplies that must be purchased. We must have some increases in prices, I think, not only at the wholesale but also retail level, to take care of the increased costs. Labor continues to be in rather short supply

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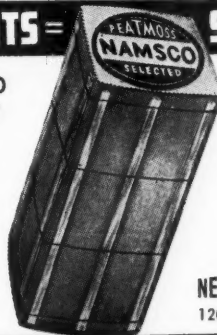
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in this area at seasonal peaks. We are still depending on imported labor to help out during the fall and spring seasons."

Good Nebraska Season

"Business has been good in Nebraska, and our sales this season are a little ahead of normal at this writing," states J. E. Kernes, vice-president, Plumfield Nurseries, Inc., Fremont, Neb., in these spring trade comments. He continues: "The demand for quality evergreens, shade trees, shrubs and roses continues strong, but fruit tree sales have been down again. About the only bright spot in this respect has been the increased demand for dwarf fruit trees."

"The supply of labor has been adequate in numbers this year, and cool weather conditions have contributed to the steady movement of stock. In spite of a shortage of moisture so far this year, stock in the fields is growing nicely and, with irrigation, we expect to have our normal supply to offer next season. Prices will remain steady in most lines, although some increases will be necessary to meet rising labor costs."

OHIO FIRM'S FIRE LOSS

Damage suffered by M. L. Carr's Sons nursery, Yellow Springs, O., in a fire the evening of May 3 included the complete destruction of a 40x90-foot section of greenhouses, with loss estimated at \$20,000. The 40-year-old building had been used as a workshop and contained all the firm's tools and several electric motors, according to the nursery's 90-year-old proprietor, O. E. Carr, an active member of the Ohio Nurserymen's Association. The firm was founded in 1869 by Mr. Carr's father and is Yellow Springs' oldest business.

ATTRACTS MOTORISTS

Kelly Bros. Nurseries, Inc., Dansville, N. Y., recently stimulated week-end business from residents of nearby Rochester with a promotion featuring free gasoline. The firm made a family affair out of the plan by providing free pony rides and candy for the children.

An ad in a Rochester newspaper informed Rochester residents that the nursery would pay the way for a drive to Dansville over the week-end, inviting motorists to take a trip through the famous Genesee valley.

The firm offered four gallons of gasoline free with each order of \$10 or more. Pointed out were the facts



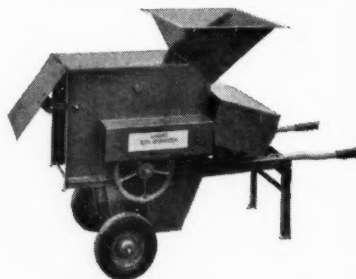
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that it was ideal planting weather and "the most complete assortment of nursery stock in New York state" was being offered.

The promotion was a steady traffic puller Saturday and Sunday, bringing many new customers from the Rochester area. G. E. T.

TEXAS SHORT COURSE

[Continued from page 10]

Texas homeowners in controlling insects, diseases and nematodes on ornamental plants.

Weed Control

The chairman⁸ for the afternoon session was R. S. Suggs, Suggs Landscape Co., Houston. He first introduced John Long, Texas agricultural experiment station, who gave his observations on homeowners' requests for information on the use of weed controls for home grounds, lawns and ornamental plantings throughout Texas. Mr. Long stated that the growth behavior of plants and temperature and moisture factors are important considerations in weed control.

He cited the most satisfactory grasses for each of the various climatic areas of Texas, discussing the effects of proper watering and fertilization practices in weed control. With color slides he illustrated the most bothersome weeds in various Texas areas and discussed chemical controls now available for their eradication.

Dr. E. C. Holt, agronomist in charge of turf work at the station, followed Mr. Long on the program and used many excellent color slides to outline the principles and practices involved in successful turf management in the several climatic areas of the state.

Turf Developments

He suggested Texturf "10," a Bermuda grass strain, for athletic fields and said that Tifgreen Bermuda is now most widely used for areas where fine-leaved grasses are needed. He concluded by noting that turf research workers in Texas have found several St. Augustine grass strains that will set seed and that experimental plots of these strains are now being established for further study.

The entire group then participated in a tour to the research plots on turf grasses at the experiment station, where Dr. Maurice Bloodworth, soil physicist, explained a new type of underground watering system and the group studied the various types of grass being investi-

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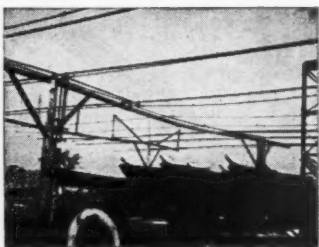
Write for Literature to Dept. AN



East Walpole, Mass.

HAVE YOU TRIED PERENNIALS?, by C. H. Potter. Propagation, soil, field care, marketing and other important data. 160 p., illus. (1959). **\$3.00.**
American Nurseryman 343 S. Dearborn St. Chicago 4, Ill.

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gated. Soil mixtures, maintenance practices and other factors were demonstrated and discussed.

The chairman for the Monday evening session was L. J. Hilscher, Hilscher Nursery & Garden Center, Fort Worth, president of the T. A. N. After the Texas Aggie smorgasbord had been served, Mr. Hilscher introduced Tom Scarborough, owner of Tom's Tree Place, Lubbock, who showed a series of slides depicting varied, novel and extensive use of trees and other plants in what he described as the "treeless" areas of west Texas. To supplement his discussion, "Plants for Modern Landscapes," he provided the group with a list of plants that can be used in unusual and effective ways to meet the landscape needs of homeowners in these areas.

Scott Mosty, Mosty Bros. Nursery, Center Point, chairman of the Tuesday morning session, opened the meeting by introducing W. P. (Pete) Nuffer, Mountain View Nurseries, Troutdale, Ore., who made an outstanding presentation on automation in the nursery. His discussion was well illustrated by many slides of his own operations as well as those of others.

Mr. Nuffer said he feels that automation can be applied to many nursery operations and gave the following reasons why a nurseryman might seriously consider it: (1) To provide adequate production to meet the demands of mass market outlets of the future; (2) to upgrade the nursery industry; (3) to standardize quality; (4) to minimize drudgery, and (5) to attract higher-caliber men into the industry.

The main disadvantages of nursery automation at present are the high capital requirements involved and the lack of versatility now possible. He especially emphasized the value of automation in the two major requirements of nursery production in the future, specialization and standardization, which will make possible the consistent production of high-quality plants.

Dr. Richard Harris, University of California, Davis, followed Mr. Nuffer on the program and discussed the "Value and Importance of Proper Cultural Practices on Plant Performance." Dr. Harris emphasized that there have been many decided improvements in container growing, but that there are still many pitfalls in the method when it is not properly handled.

He discussed and illustrated the dangers of root restriction and

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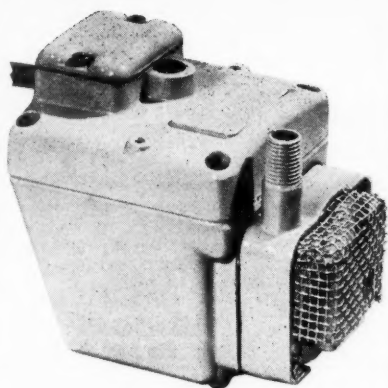
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girdling in containers and pointed out that these conditions can develop in peat pots as well as in other containers. It is fortunate when girdling is noted in the early stages of growth rather than 10 or 15 years later, when such a condition can cause the loss of a specimen tree that is a customer's prize possession.

Pruning Pointers

Dr. Harris also called the nursery-men's attention to their responsibilities in pruning plants properly during the time they are in the nursery and gave the following list of growth irregularities that must be avoided or remedied: (1) Trees branching too low; (2) opposite branches extending almost upright from the trunk at any extremely narrow angle; (3) too many branches at one level; (4) too many branches on one side of the tree only; (5) lateral branching that outgrows the leader, and (6) equal branching from the trunk that will result in a weak union.

The third consideration stressed by Dr. Harris was poor soil aeration, usually brought about by soil compaction or paving in close proximity to trees planted in the landscape. Such compaction reduces aeration, allows water to gather and hampers



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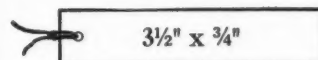
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root development. He also pointed out that trees planted in a lawn usually have to compete with the grass, resulting in a lack of nitrogen and oxygen, and also may suffer from the heavy watering of the lawn.

The chairman of the final session of the short course was Ralph Griffing, Griffing Nurseries, Beaumont. Mr. Griffing introduced Prof. A. F. DeWerth, department of floriculture, Texas A. and M., who illustrated with colored graphs the trends and changes in the size and amounts of production in the nursery industry in the past 10 years, trends and shifts in population and construction potentials in Texas.

Current Trends

He outlined the dangers of the present sellers' market for nursery products, the changing buying habits of consumers and the need for more attention to plant quality. The speaker also noted the trends toward greater specialization and increased standardization. The advantages and disadvantages of vertical integration in the industry were discussed, and it was pointed out that there is a decided indication that these trends may well accelerate during the next 10 years.

The trend toward larger and fewer producing nurseries and marketing outlets should be of great concern to nurserymen, said Professor De Werth. He cautioned them to guard zealously and to publicize effectively their main competitive advantage over the volume market outlets, which is their ability to provide knowledge about nursery products and to render the services so widely sought by consumers.

The speaker also emphasized that consumers today are interested in package deals both in plants and landscape services. The average homeowner is desirous of finding a firm that can design, execute and maintain his landscape rather than seeking out the services of three or four individuals or firms to provide him with these services.

At the close of this session each person was presented with a comprehensive handbook including detailed information on the latest research developments in pest control, soil management, fertilization, propagation and marketing and the latest research and extension publications for use as a reference manual during his regular operations.

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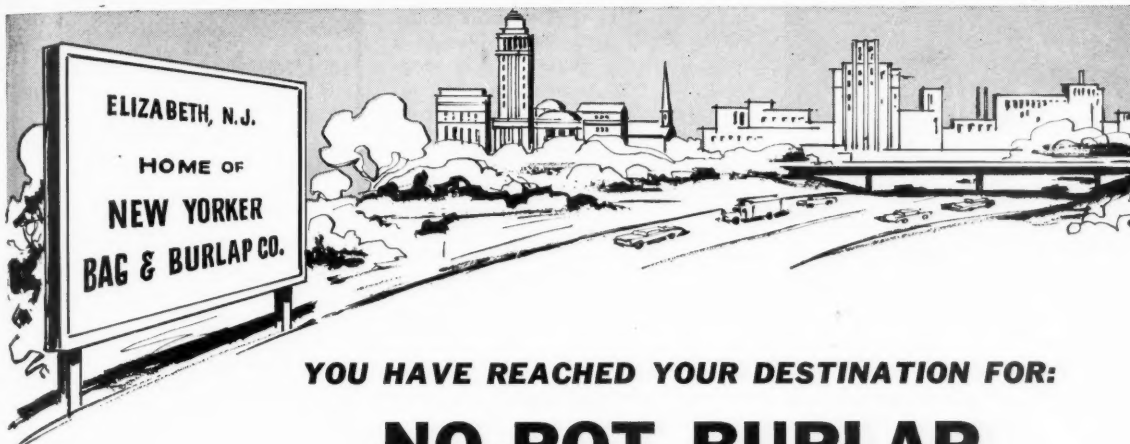
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Celebrating the completion of a new garden center and retail store with a spring garden festival April 21 to 23 was Elling's Birch Lake Nursery, St. Paul, Minn. Features of the event were a "green thumb" clinic, a series of informative discussions and demonstrations on landscape design, plant materials and lawn and garden care, conducted by visiting horticulturists as well as William Elling, founder and vice-president of the firm, and other staff members; prizes for visitors, and the appearance of "Miss Roseville," hostess and greeter. The new building offers a display and sales area for a complete line of plants and gardening supplies.

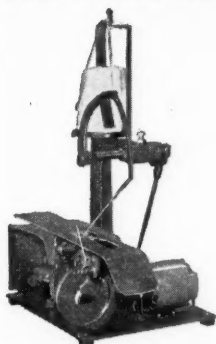
RHODODENDRON MEETING

[Continued from page 7]

Washington, and the coastal area of British Columbia.

Mr. Brydon spoke of some disagreement regarding the naming of rhododendrons, especially as to their being species or hybrids. Although he named the qualifications and drawbacks of many varieties, he paid particular attention to some. Among the latter were Cotton Candy, an introduction by John Henry and

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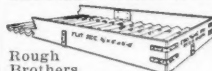
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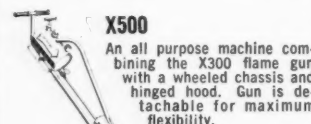
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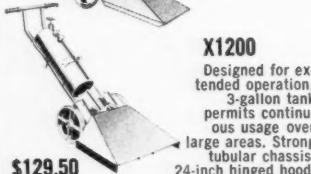
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one which does well in most of the Pacific coast area; Snow Queen, a beautiful large white, which needs shade for best results; Cynthia, an old-timer, which does well from British Columbia on down to San Diego, Calif.; Angelo, hardy to 12 degrees below zero; Vulcan and Radium, both good reds; Lady Bird, a pink superior to Pink Pearl but difficult to start from cuttings; Crest, a large-flowered yellow; Moonstone, a creamy-to-white variety that does well from San Francisco to the Pacific northwest; Prelude, a creamy yellow which is a little on the tender side but does well in San Francisco and the Pacific northwest, and Unknown Warrior, a good red for the Pacific coast.

Mr. Brydon said that rhododendrons were first introduced to the San Francisco area during the world's fair in 1915 and interest in them was rapidly stimulated. With one slide he called attention to the use of eucalyptus chips spread over the ground from the drip line outward as a means of keeping down weeds. Pine needles and peat moss were used to provide a mulch closer to the plants. He closed his discussion with information about the Exbury strain of azaleas and said that six of the nine species were American, although English growers were credited with having improved the Exbury azaleas to their present state.

Dwarf Plants

Wales Wood discussed "Dwarf Rhododendrons in the Northwest." His talk was beautifully illustrated with colored slides. A collector of many dwarf forms of rhododendrons, he maintains a large woodland garden at St. Helens. The dwarf or miniature rhododendrons provide plants for many garden situations, he said, including the border and rockery, and for use as a ground cover. They are plants which are easy for the week-end gardener to care for, he said. The dwarf forms go well with the low ranch homes, where there often is not room for the larger types of rhododendrons.

Although there is a variety of dwarf rhododendrons available today, they are not grown so heavily as the large types, because nurserymen find it more difficult to get a fair price for them when the larger types offer so much more in plant size for the same price. Dwarfs, said Mr. Wood, extend the blooming season of rhododendrons from six weeks to two months. They begin to flower in the Pacific northwest in late January or early February. His pictures emphasized the wide vari-

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ety of foliage which is available in the dwarf rhododendrons.

The first evening session began with a banquet, after which Governor Mark Hatfield of Oregon and Mayor Terry F. Schruk of Portland extended a warm welcome. Dr. J. Harold Clarke led the evening's program.

Rhododendrons in Scotland

Dr. H. R. Fletcher, regius keeper, Royal Botanic Garden, Edinburgh, Scotland, gave the principal talk, his subject being "Rhododendrons at the Royal Botanic Garden, Edinburgh and Benmore." Again, this was a talk well illustrated with colored slides. Dr. Fletcher, who is also a registrar for rhododendron varieties, is an expert in the taxonomy of cultivated plants.

He said that about 400 species of rhododendrons exist in the Royal Botanic Gardens in Scotland. Plants grown in the Royal Botanic Garden at Argyll on the west coast of Scotland have entirely different conditions of climate than those at Edinburgh, on the east coast. Rainfall is 90 inches at Argyll and but 28 inches at Edinburgh. This makes it possible to observe rhododendron growth for varieties under widely different conditions.

Concerning the horticultural valuation of the different rhododendron species, he referred to the grading systems of this country and of Great Britain. The British system, he said, does not offer a full enough picture of the various plants, in that the single indication of zero, one star, two stars, three stars or four stars may apply to the flowers, whereas the foliage and habit may rate a different grade, or vice versa. He suggested a regrading of many species in accordance with a system which would take into account separate grading of flowers on the one hand and foliage and habit on the other. In addition, he suggested that many so-called species were, instead, natural hybrids and as such should be given cultivar names under which they should be judged and rated. Some species, he pointed out, flower with various colors of flowers and have other distinguishing features which mark them as natural hybrids.

Regrading Need

He gave examples of the necessity for regrading many species. Pointed out was the fact that some rhododendrons given a poor rating, perhaps because of the particular plants judged, are eminently worth growing in certain circumstances. It is equally important to consider the

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foliage and growth habit of any rhododendron as well as the beauty of its flowers. In his opinion an important factor in the rating of rhododendron flowers is a beautiful scent, as well as color, form and the manner in which the flowers are held in trusses.

Some rhododendrons which are highly desirable in some places would be useless in others, he said. He suggested a uniform grading system for rhododendrons which would judge flowers first and foliage and growth habit second, in this manner: 4/0-2, 4/1-2, or 3-4/1-2. This would allow for some latitude in the rating, taking into consideration varying factors, according to the judgment of those making the ratings. Dr. Fletcher said that considerable geographical variations of some species exist.

Wisley Trials

Dr. F. P. Knight, director, Royal Horticultural Society Gardens, Wisley, England, dealt with "Rhododendron and Azalea Trials at Wisley." Dr. Knight described in some detail the methods used to select plants for rhododendron and azalea trials at Wisley. A subcommittee, which meets four times each year, is the first judge of any plant submitted by the grower. All plants are judged solely by quality and not by name. Plants which have been graded once may be upgraded at some later time.

The subcommittee makes recommendations to the full committee. The committee, in turn, reappraises the subcommittee's work and passes the full committee's recommendations on to the Royal Horticultural Society council for final action.

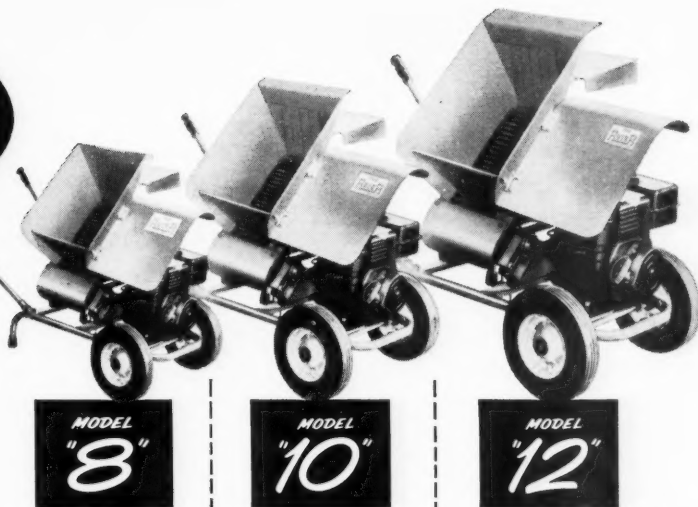
Those plants deemed worthy of awards may receive one of the following: (1) First-class certificate for great excellence; this requires a 3 to 1 majority vote of the council for those chosen. (2) Award of merit for plants showing great advancement or for new species being judged. (3) Highly commended. The two lower grades must have a 2 to 1 vote of the council. Only a small percentage of those judged receive a first-class certificate, and a great many plants are deleted altogether.

Dr. Knight said that 234,000 persons visited the trial gardens at Wisley in 1960. Colored slides of the gardens showed them to be beautiful and well kept. Plants are well groomed, with deadheads removed regularly. A mulch of nearly ripened bracken fern is used around the rho-

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dodendrons and azaleas. Sometimes the fern is augmented with spent hops. Plants requiring a finer mulch are given these materials after they have been run through a chopper. Mount Everest, Suzan, Earl of Athlone, Nettie Edwards and Mrs. A. M. Williams were among the varieties which have received favorable grading at Wisley and of which Dr. Knight showed the group colored slides.

Dr. J. C. Wister, director, Arthur Hoyt Scott Foundation, Swarthmore College, Swarthmore, Pa., discussed "The Dexter Hybrids Today." Comments made by Dr. Wister appeared in the February 15 issue of the American Nurseryman.

Among program highlights of the remaining three days of the conference was a discussion of rhododendron diseases in the Pacific northwest and their controls presented by Dr. C. J. Gould, western Washington experiment station, Puyallup, Wash. Rhododendron strains developed and grown in England, Holland and Canada were described by subsequent speakers, and materials and techniques for mulching were outlined.

Two symposiums, one on hardiness and one on breeding, were led by Dietrich Hobbie, rhododendron



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"Liquid Organic"

Nematode control

Better roots—Healthier plants

Immediate action as a foliar spray.

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PROTECT YOUR CROPS

COLLEGE BRAND
**MAGIC
CIRCLE**
DEER
REPELLENT

**SPRAY
Low-Cost
Magic Circle
Repellent**

**CREATES BARRICADE
AGAINST DEER**

Odor not offensive to humans.

BUY NOW! Locally or order direct from State College Laboratories, State College, Pa.

NEW RABBIT REPELLENT available.

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PRODUCT OF

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Nozzle No.	Orifice Size	At 20-lb. pressure Diameter G.P.M.
550-A	0.28 in.	5 ft. .1

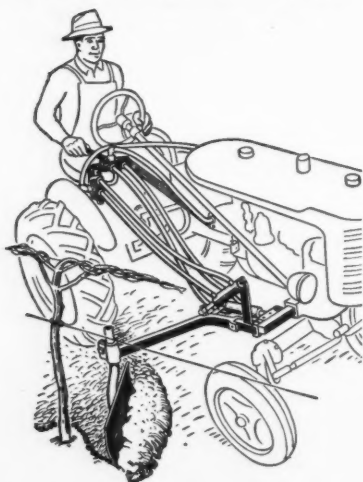
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grower and hybridizer, Linswege, Oldenburg, Germany, and Dr. Clement G. Bowers, Cornell University, Ithaca, N. Y., respectively.

These presentations and other events of the conference will be summarized in the next issue of the American Nurseryman.

"PEAT" IS NOT "PEAT MOSS"

Recent advertisements of "peat moss," at interesting prices, have led to Chicago better business bureau investigations which disclose most of these offers should have described the product as "peat," rather than "peat moss."

According to the federal trade commission, "peat" is described as:

"Any partly decomposed vegetable matter which is accumulated under water or in a water-saturated environment through decomposition of mosses, sedges, reeds, tule, trees or other plants."

"Moss peat," or as generally known to the trade and the public as "peat moss," is described as a product consisting of at least 75 per cent "peat," derived from sphagnum and other mosses.

Thus, it may be seen that, while "peat" relates to decomposed vegetable matter of mosses, reeds and other plants, "moss peat" or "peat moss" must consist of at least 75 per cent partially decomposed mosses.

Only one manufacturer described the products under investigation as "peat moss." Others labeled their packages merely as "peat." Nonetheless, retailers involved advertised such offerings as "peat moss."

INDUSTRY TRENDS

[Concluded from page 6]

divisions of the trade or in the various categories was not stated, but it is assumed that it was large enough to be representative.

The apparent uneasy price structure was undoubtedly due to the effects of the weather disturbances and the varying fortunes of retail trade in general in different sections of the country, plus the increasing supplies of stock produced to meet the larger demand of the gardening public. In a year of marked recession in some other industries, the showing of the nursery trade was the more gratifying.

RELOCATED at 2220 Sand Point road, Fort Wayne, Ind., is the Sand Point Garden Shop, formerly known as the Village Garden Center, on Bluffton road. John D. Swoverland is the owner.



Watch the **RABBITS RUN AWAY** from **YOUR YOUNG FRUIT TREES!**

New

MAGIC CIRCLE Rabbit Repellent

PROTECTS valuable plantings! CHASES rabbits FAST!

EFFECTIVE! One spraying can chase rabbits for several months.

ECONOMICAL! One gallon of concentrate makes ten gallons of spray.

SAFE! Will not harm sensitive plants.

SIMPLE! Easy to mix, easy to use.

FRIENDLY! Chases rabbits without harming them.

It's NEW from the creators of famous Magic Circle Deer Repellent. **BUY NOW!** Locally or write direct to the manufacturer for complete information.

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WATERPROOF TREE AND PLANT LABELS

"Rite in the Rain" labels are not just another paper label. They are made of tough tagboard and chemically treated to make them waterproof. Ordinary pencil markings do not wash off. These are longer lasting yet low-cost labels. Millions are used every year by nurserymen.

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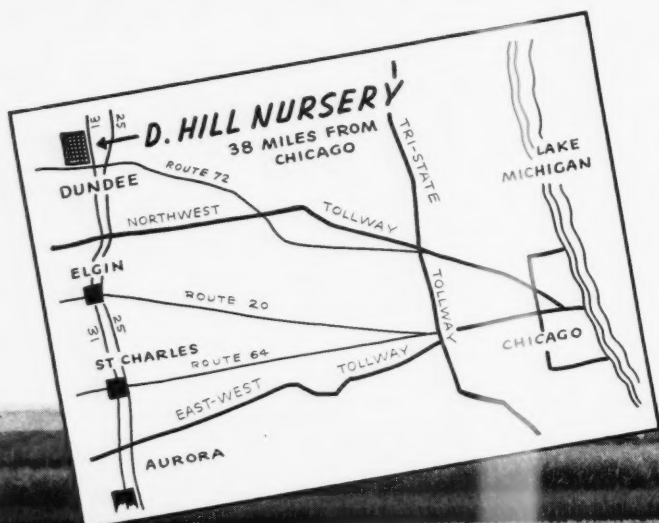
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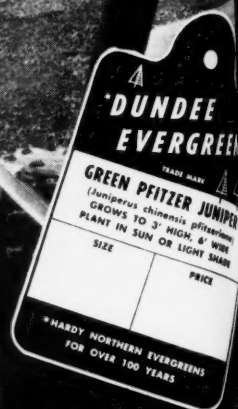
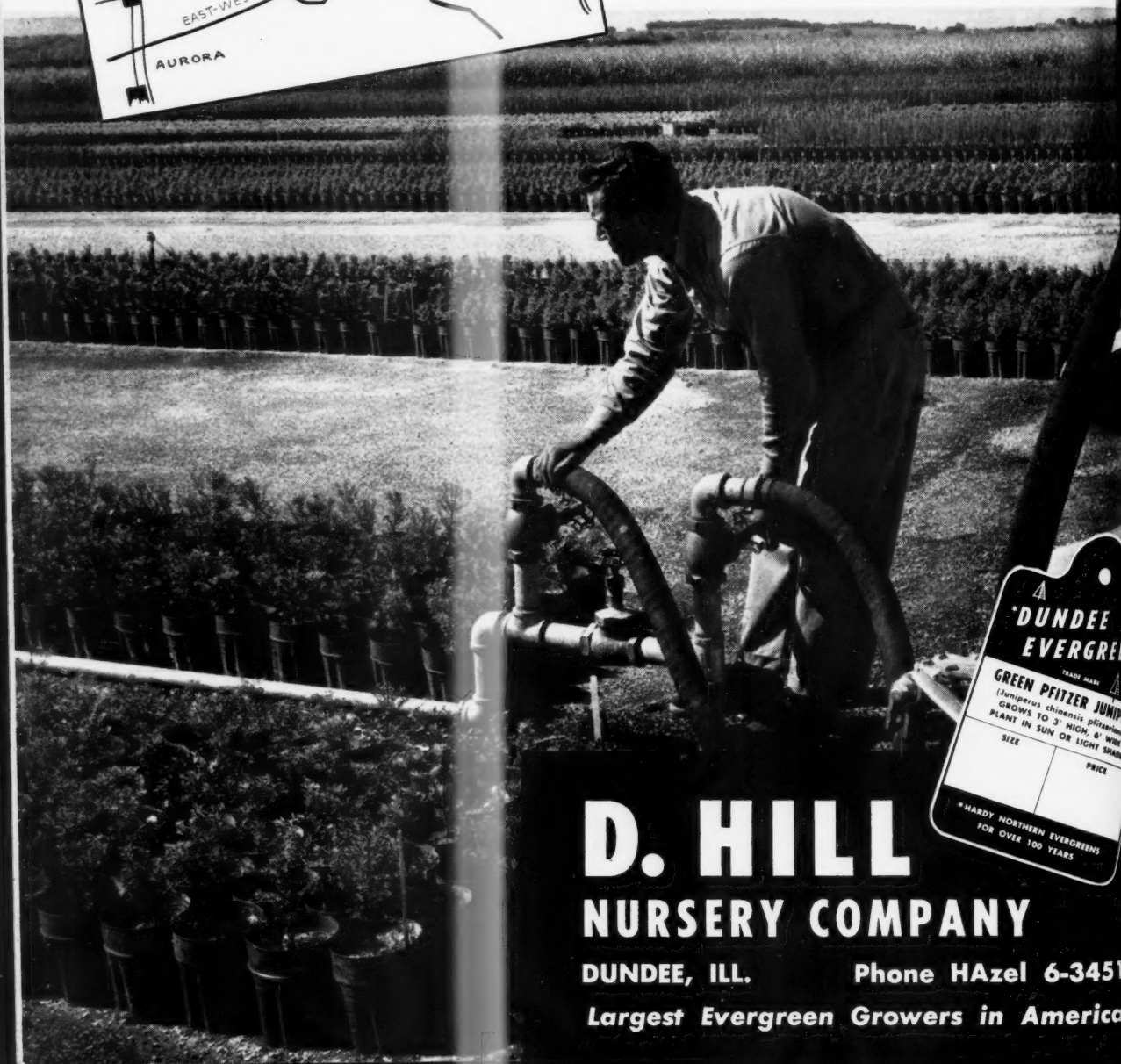
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